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International Commerce

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READING ROOM

August 6, 1962

In This Issue—

Special Report I

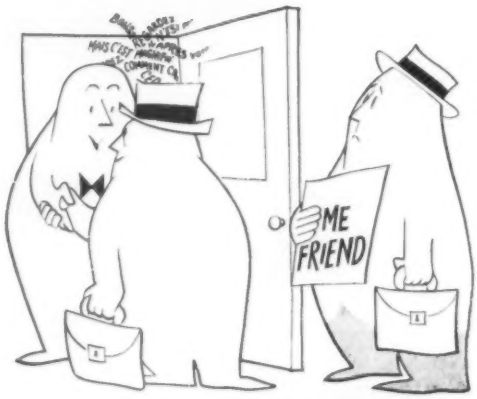
Most Saleable Commodities in 104 Countries

Special Report II

Soviets Push Petroleum Exports

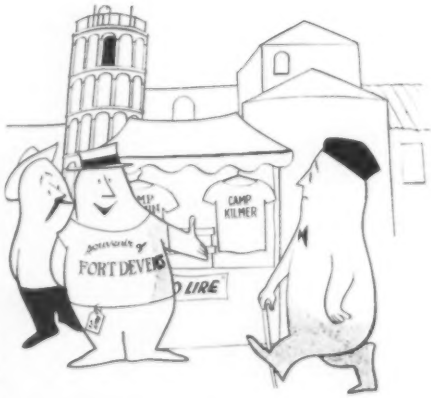
how to flub your entry into world markets

Kill Two Birds with One Stone. You can combine business with pleasure and survey the international business scene in the course of an extended vacation trip. You'll have fun, and you may even happen to meet someone who can do the company some good.



Play It by Ear. Learning a language is hard work, and interpreters can be expensive. If certain companies can't conduct their business in English, let them deal with someone else.

Be Inflexible. Why should you change your ways of doing business just to fit in with established customs? If it's good enough for Peoria, it's good enough for Paris.



Anything Goes. Everyone knows that the world is hungry for U.S. products, so you can assume that anything you want to promote—or get rid of—will be snapped up without a moment's hesitation.

Go It Alone. Why spend time and money getting information on local markets? Your representative in one country can surely tell you all you need to know about the neighboring nations. It's all one world, isn't it?

Don't Split Hairs. Treat the international market as a whole, and never mind the trifling differences between various countries. What will sell in Norway should sell just as well in Portugal.

Turn on the Pressure. Managers in other countries don't always realize how superior our efficient, scientific business techniques are, but don't let up until they see the light.

Drawings by Al Hormel

from (MANAGEMENT REVIEW) Published by the American Management Association

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International Commerce

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August 6, 1962 — Volume 68 Number 8

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Business Bulletins, page 2 **New books and reports, page 56**

Business Bulletins *from around the world*

AUSTRALIA—Industry has asked Department of Trade for emergency tariff protection of vinyl chloride polymers and co-polymers, linoleum floor coverings, penicillin and streptomycin, refrigerated milk coolers, refrigerating and air conditioning compressors, television deflection yokes, musical drums, cymbals and triangles. Trade Minister calls for full Tariff Board hearings on permanent tariff increases for fuel injection equipment and parts, portable electric hand tools, glycerine, fatty acids, soap and other detergents.

Kaiser Steel Corporation, to help develop vast iron ore reserves in western district of Pilbara in partnership with ConZinc-Rio Tinto (merger of British-owned Consolidated Zinc and Rio Tinto).

EEC—European Economic Community's—industrial production expected to show annual growth rate of 5.5-6% in 1962, compared with 6.5% in 1961; gross national product in 1962 expected to show 4.5-5% annual growth, compared with 5% in 1961.

FRANCE—Cannon Electric Co. of Los Angeles establishes branch to manufacture electronic and nuclear equipment.

Pittsburgh National Bank's Paris branch is first full-time office on European continent for inland U.S. bank.

Permanent center for displaying building materials inaugurated near Paris.

GREECE—Government approves following investments: $1.2 million for plant in Thessaloniki to convert garbage into organic fertilizers; $330,000 by Nippon Mining Co. of Japan for exploratory work at copper ore concession in Skouries area, Chalkidiki peninsula; $100,000 for plant to manufacture small electric motors; $180,000 for ready-made clothing manufacturing plant; and $1.5 million for Thessaloniki-area plant to manufacture electrical supplies, transformers and electronic equipment by National Bank of Greece with French firms, Alsthom and Thompson-Huston.

INDIA—International Monetary Fund announced standby credit to India equivalent to $100 million for next 12 months (from July).

Government signs for purchase of 100,000 tons Australian wheat for August-December 1962 delivery. Earlier agreement provided for 1962 import of 270,000 tons.

Mysore State Electricity Board considering purchase of diesel generators from Czechoslovakia against rupee payment.

Burmah–Shell and ESSO refineries authorized by Government, to operate at capacity (3.5 million and 2.4 million metric tons respectively) as result of companies' offer to convert to rupee companies with Indian participation. Will mean throughput increase of 700,000 tons for Burmah-Shell and 500,000 for ESSO.

Consolidated Mining and Smelting Co. of Canada to collaborate with G. D. Binani & Co. of Calcutta in 10,000-ton zinc smelter using imported zinc concentrates.

INDONESIA—First contract under 1961 West German "Von Merkatz" credit to Indonesia ($50,000,000) calls for $14,000,000 worth of railway equipment, including 135 air-conditioned passenger cars, 20 hydraulic diesel locomotives, 4 steam locomotives and safety devices and spare parts. Delivery to be in 1963.

IRELAND—General Motors receives $5.6 million order for new diesel electric locomotives for nationalized railroad system. First consignment scheduled for October, with complete delivery expected by end of year.

LIBYA—Petroleum Commission to invite bids for new concessions within next few weeks. Applicants must agree to operate under revised Petroleum Laws.

MOROCCO—Press reports plans for major hotel in Rabat to be managed by International Hilton Hotel Co. Project being promoted by government-controlled management bank.

Government's Bureau of Industrial Studies and Investment in agreement with Massey-Ferguson, British farm equipment manufacturer, for assembly of tractors by government-owned plant under license. Sales to be handled by Moroccan distributors who will receive tractors under quota arrangement. Interim arrangement allows Massey-Ferguson to import whelled tractors to meet local demand. Normal commercial imports of tractors now banned.

Customs authorities reportedly refusing clearance for imported tires, even though such shipments have been made against previously approved import licenses.

NEPAL—Nepal Industrial Development Corporation announces loan of $46,000 to Biratnagar Machine Shop for purchase of machinery abroad.

NETHERLANDS—Government curtailing new industrial construction permits so industry can catch up with those already issued. North and South Holland Provinces now require 1 to 2 years after application to obtain permits. Waiting period shorter in other areas where Government encourages expansion.

American Enka Inc., U.S. subsidiary of AKU, to build new plant at undisclosed U.S. location to manufacture nylon and polyester yarns. Factory to increase American Enka's production by 40% with work force of 500 to 600.

Cunard Steamship Co. to open 1963 passenger service between Rotterdam and Montreal and Quebec.

NORWAY—New aluminum company to be formed under agreement among Ministry of Industry, private Norwegian investment group, Swiss aluminum company (AIAG), and French investment company (COMPADEC). Plant, which will have initial capacity of 60,000 metric tons when completed in 1966, to be erected at Husnes, south of Bergen. Foreign participants to invest half 100-million-crown share capital; other half to be shared by Government and private Norwegian investment group.

PHILIPPINES—House Ways and Means Committee holding hearings on proposed tariff increases on approximately 60 items, including coffee, kraftboard, asphalt laminated paper, paper and paperboard, certain categories of woven fabrics, remnants and induction motors. Additional information available from Far Eastern Division, Bureau of International Programs, Department of Commerce, Washington 25, D.C.

SINGAPORE—Television programs to begin by end 1962, according to head of Singapore Broadcasting Division. Opportunities now exist to export American TV sets and components.

SOMALI REPUBLIC—Government, having purchased 3 Helio-Courier aircraft direct from manufacturer for use by Army's air branch, plans to buy 3 additional DC-3's to supplement 3 already available and 3 to be donated by U.S. as nucleus of internal airline.

SOUTH AFRICA—Gold mines set new records in first 6 months 1962, producing 12.4 million ounces worth $431.1 million (307.9 million rands).

SUDAN—Minister of Commerce announces largest budget in Sudan's history, with anticipated revenues of 25% and expenditures up 24%. Budget for fiscal year 1961-62 closed with surplus of approximately $30.2 million. Expenditures formally made under Development budget to be incorporated in 7-year Plan.

9 U.S. firms awarded 'E-for-Export' flags for agricultural trade

Agriculture Secretary presents pennants, stresses need for continued cooperation in expanding U.S. exports

Secretary of Agriculture Orville L. Freeman presented "E-for-Export" awards July 30 to 9 firms in recognition of their unusual success in increasing agricultural exports.

The presentation took place at a ceremony in the U.S. Department of Agriculture patio attended by leading representatives of the American export trade, by members of Congress and other government officials. Approximately 300 attended.

In making the presentation, Secretary Freeman stressed the need for continued business-government cooperation in expanding foreign agricultural markets.

Secretary of Commerce Luther H. Hodges explained that the "E" flag award is a revival of the World War II "E-for-Excellence" flag given to firms for outstanding production effort at that time. He said exports "are just as important now as they were then."

Flag award winners are authorized to fly the blue and white "E" banner over their plants and offices. Awards were presented to the following firms:

Agricultural Co. of Pan America, Inc., Guilford, Conn. "For outstanding leadership in building worldwide confidence in American poultry breeding stock, pioneering the development of foreign markets for frozen livestock semen, and for consistent adherence to high standards of integrity in foreign trade."

Canners League of California, San Francisco, Calif. "For outstanding leadership in successfully organizing export trade activities to expand foreign outlets for canned fruits and vegetables; by energetic representations in the foreign business community to reduce tariff and trade barriers; by establishment of a European office to work intimately with and service the trade; by conduct of extensive marketing and competition services in foreign countries; and by active participation in international trade and food fairs."

Florida Citrus Commission, Lakeland, Fla. "For directing imaginative and comprehensive international advertising, merchandising, research, and market development programs to promote the export of U.S. citrus products; by participation in 38 European trade fairs, and numerous receptions and luncheons; by extensive use of foreign language exhibits, health and nutritional films, recipe leaflets, technical papers, and food publicity articles; and by conducting foreign market research and consumer surveys."

Florida Citrus Exchange, Tampa, Fla. "For significantly increasing the volume and value of export sales, particularly in the European market, in fresh citrus fruit, fresh and frozen concentrated juices, and fresh husked coconuts; for persistent and tireless representations in developing concentrated juice markets in the West Indies, fresh orange outlets in New Zealand, fresh orange and grapefruit markets in Finland, and citrus fruit and juice markets in France; and for creative and resourceful management of its international division."

Florida Citrus Mutual, Lakeland Fla. "For aggressive trade association activities in expanding the export of American citrus products by effectively promoting their sales through international trade fairs, and by actively fostering trade liberalization measures and programs in support of higher levels of U.S. citrus exports."

Rockingham Poultry Marketing Cooperative, Inc., Broadway, Va. "For substantial increase in the export of U.S. frozen and canned poultry products to 18 countries, by maintaining a consistently high quality export product, selected and packed to meet the needs of foreign customers, and using the metric system of weights; by advertising its product lines in the local language; and by active leadership in the industry's International Trade Development Committee."

Wallace Chicks, Inc., St. Petersburg, Fla. "For substantially increasing sales of high quality layer baby chicks, hatching eggs, and breeder stock to South Ameri-

EXPORT CITATIONS: Representatives of 9 U.S. companies selected to receive "E-for-Export" awards listen to Secretary of Commerce Luther H. Hodges briefly explain the background of the award. Secretary of Agriculture Orville L. Freeman (front row, left) presented the awards to the firms for their part in increasing U.S. exports. The ceremony was held July 30 in the Department of Agriculture patio.

can, Central American, and Caribbean markets; by continuous study of market variations, peculiarities and trends through local agents and resident representative staff; and, in restricted markets, by providing technical aid to distributors who lease parent stock exported from the U.S."

John W. Eshelman & Sons, Lancaster, Pa. "For substantial increase in the export of American feed products and premixes, successful pioneering and penetration of South American outlets for its products, and progressive expansion into world markets; by systematic study of potential markets and establishment of successful distributor and licensee arrangements; by providing technical services to customers; and by conduct of foreign language educational programs on farm management and animal nutrition."

Vacu Dry Co., Oakland, Calif. "For having successfully expanded the export market for the nation's orchards by pioneering the sale of dehydrated fruit overseas; by significantly increasing sales during the past year to its European customers; and by opening up the German market for its principal products in 1961."

HOUSING CONSTRUCTION OPPORTUNITY: A university student in San Salvador demonstrates a full-scale model 2-bedroom home at a trade fair held recently in that city. Three U.S. construction firms have expressed an interest in investing capital in the construction of these houses. The houses, 10 by 30 feet, would sell for $1,200 each. The exhibit marked one of the focal points in the all-U.S. show. A total of 8,900 inquiries from interested householders were received at the fair, held June 8-July 5.

All-U.S. fair set for Djakarta; 58 firms scheduled to take part

'Technical Knowledge Brings Progress' to be theme; exhibit to be keyed to Indonesian 8-year plan

Fifty-eight U.S. firms from 18 states will participate in the U.S. national exhibition at Djakarta, Indonesia, Oct. 1-31.

This will be the first time the U.S. has staged an all-U.S. exhibit in Indonesia.

Theme of this year's show, "Technical Knowledge Brings Progress," is keyed to Indonesia's 8-year development plan.

Emphasis will be placed on technological advances that enhance ancient arts and ease human labor. Modern knitting machines, for example, will make cotton sweaters with a uniformity of stitch impossible to obtain with hand knitting.

In a handicrafts exhibit, directed by Kermit A. Seefeld of the University of California, a foot-operated power loom will weave fine cloth, and up-to-date tools will supplement the labor of artisans in ceramic pottery making, copper enameling, and gem cutting and polishing demonstrations.

Doughnuts, ice cream, and fried chicken will be made in an exhibit demonstrating modern processing of agricultural products, using labor-saving automatic devices.

The international fair listed for Djakarta, in the July 9 issue of International Commerce has been cancelled, according to the U.S. Embassy in that city. The Embassy reports that plans for the mounting of the all-U.S. exhibit "are going forward smoothly."

Several small shops, similar to thousands in the U.S., will also help to carry out the theme. One of these, a woodworking and painting shop, will turn out student desks to be donated to Indonesian schools.

Among other fair features will be visual aids to easier, faster and better learning; and a studio where photographs will be snapped, developed and printed in only 10 seconds.

3 construction firms may invest in El Salvador

Model 2-bedroom home exhibited at recent fair draws interest

Three competing U.S. construction firms, impressed with a full-scale model 2-bedroom home exhibited at the recent U.S. Exhibition in San Salvador, have expressed an interest in investing U.S. capital in the construction of these houses.

In making this announcement recently, L. Edward Scriven, Director of the Bureau of International Business Operations, said the response by Salvadorans to this small low cost home was overwhelming. Designed by San Salvadoran architects and built with local materials especially for the U.S. exhibition, the home would sell for $1,200.

It was the focal point in an exhibit developing aspects of new home construction and the use of savings and loan associations in financing home purchases. A savings and loan booth was adjacent to the model house.

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Most saleable commodities in 104 countries listed and indexed to aid businessmen

Likely sales possibilities reported by commercial officers; opportunities for U.S. exporters not to be construed as existing offers-to-buy

A list of saleable commodities in 104 countries has been prepared by the Department of Commerce.

The data was prepared by the Office of Regional Economics in the Bureau of International Programs, and was indexed and distributed to Field Offices by the Bureau of International Business Operations.

The list is very general in those instances where practically every commodity has saleability, but is expected to prove of value in planning trading ventures in areas where imports from the United States are limited.

It is indexed both by commodities (in broad classifications only), and by countries, so that businessmen interested in trading in a particular area, or world wide in a particular product, may consult the list with a minimum of difficulty.

The product list, cross indexed, is being published in this issue of INTERNATIONAL COMMERCE, but indicates only the most likely sales possibilities, or categories of goods offering opportunities for U.S. exporters. Under no circumstances should the list be interpreted as representing definite offers-to-buy existing in the indicated countries.

Business firms interested in exporting are invited to contact the nearest Department of Commerce Field office, or write to Office of Trade Promotion, Department of Commerce, Washington, D.C.

River Plate Countries

In each of the three River Plate countries (Argentina, Uruguay, and Paraguay) sales possibilities are limited essentially by financing availabilities. In Argentina, for example, the market can absorb railway supplies and equipment to the extent made possible by external financing arrangements. In a more limited degree, the same situation applies to potential sales of many other manufactures. Partly for balance of payments reasons and partly for protectionism, all three countries apply restrictions on imports which take the form of high surcharges in Argentina, surcharges and in most cases prior deposits in Uruguay, and prior deposits in Paraguay. None of the countries applies prohibitions on imports from specific currency areas. The incidence of the restrictions (surcharges and prior deposits) greatly increases the landed cost of U.S. items with resultant curtailment of local means for the purchase of such items.

The following commodities may be cited as most likely sales possibilities in the indicated countries:

Argentina

Fertilizers; machine tools; highway construction equipment; steel ingots; plates and sheets; railway equipment; electrical power equipment; and electronic equipment.

Uruguay

Machine tools; primary chemicals and pharmaceuticals; raw cotton; tobacco; and crude petroleum.

Paraguay

Wheat; oil products; cotton textiles; metal manufactures; and machinery.

Bolivia

No import restrictions or bilateral trade agreements with third countries that would affect the sale of the following commodities:

Lard; wheat flour; pneumatic tires and tire casings; broad woven fabric (synthetic); iron and steel tubes; pipe and tubing; oil country pipe; construction, excavating, mining, oilfield and related machinery; automobiles, trucks, busses and trailers, parts, accessories; milk, powdered or canned; sugar; and pharmaceutical specialties.

Ecuador

As a result of exchange shortage, the Government has undertaken to curtail imports. As a result all imports are being slowed down by the use of prior deposits, higher duties on non-essential imports, and by maintaining a rather long prohibited list of imports. Within the limits of the above trade restrictions, the following should be included in a list of most saleable commodities:

Tallow inedible; cigarettes; lubricating oils; pneumatic tires and tire casings; fabricated steel products and construction materials; construction, excavating, mining, oil field and related machinery; trucks, busses, and trailers, parts, accessories and service equipment; antibiotics; pharmaceuticals; fertilizers; and synthetic yarns.

Brazil

The Brazilian exchange control system grants preferential treatment to all imports from the other member countries of the Latin American Free Trade Association (LAFTA). In addition, tariff concessions are granted to specific imports from the LAFTA countries. Preferential exchange treatment in certain respects also is given in the case of imports from countries with nonconvertible currencies with which Brazil has bilateral trade or payments arrangements.

With the exception of wheat and fuels, imports into Brazil consist principally of industrial raw materials and industrial machinery and equipment. With the advance in the industrialization of the country, imports have included increasingly complex types of raw materials and sophisticated types of equipment. The principal groups of imports include the following:

Inorganic chemicals; organic chemicals; manufactured fertilizers; miscellaneous chemical materials and products; railway vehicles; iron and steel; metalworking machinery; mining, construction, and other industrial machinery; and electric machinery, apparatus, and appliances.

Chile

As of January 1962, many imports into Chile have been prohibited to conserve foreign exchange. A list of permitted imports has been established, which restricts many imports considered less essential or in a luxury class. The general category of items listed below are permitted importation with the exception of a few sub-items on the prohibited list.

A good potential for increasing U.S. exports to the Chilean market exists for the following products:

Railway and tramway machinery, equipment, and accessories; mining machinery, implements, accessories, and tools; road construction equipment; agricultural and dairy equipment; oil exploration equipment; and agricultural machinery, implements, accessories, and tools.

Peru

Automobiles and automobile parts; refined lard; antibiotics; internal combustion engines; television receivers; artificial textile fibers; and insecticides and fungicides for agricultural purposes.

Colombia

While market demand exists for a wide range of industrial and processed agricultural products, stringent import controls prohibit or limit the importation of most items. Relatively few goods can be imported without restrictions.

Prominent among items in demand and imported in relatively large volume in 1961 were the following.

Internal combustion engines and automotive parts; aircraft, and parts; electric generators; agricultural tractors; medicinal and pharmaceutical preparations; metal working tools and equipment; agricultural and household insecticides, fungicides, etc.; and fertilizers.

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Central America

The following lists of commodities represent the products which find relatively large markets in the Central American countries. However, the largest category listed below (motor vehicles in Guatemala) represents no more than $3.5 million. There are no dollar area trade restrictions or bilateral trade agreements with third countries which would affect U.S. exports of these goods to the area.

However, generally very high duties are imposed on motor vehicles in all these countries. In addition, Nicaragua requires a prior deposit of 100 percent of the c.i.f. value on motor vehicles. plus a 30-day wait for the import license. Costa Rica imposes an additional surcharge on imports of motor vehicles of 30 percent of the c.i.f. value in addition to already high duties. However, for the majority of imported commodities listed below, low import duties are imposed in order to meet the requirements of economic development in the area.

Costa Rica

Electrical industrial apparatus; agricultural chemicals; motor vehicles and equipment; general industrial machinery; grains and preparations; structural metal products; metal stampings; and finished cotton textiles.

El Salvador

Motor vehicles and equipment; electrical industrial apparatus; general industrial equipment; agricultural chemicals; grains and preparations; structural metal products; metal stampings; and drugs.

Guatemala

Motor vehicles and equipment; electrical industrial apparatus; general industrial machinery; drugs; agricultural chemicals; finished cotton textiles; structural metal products; and metal stampings.

Honduras

Finished cotton textiles; agricultural chemicals; motor vehicles and equipment; structural steel products; metal stampings; and construction and like equipment.

Nicaragua

Agricultural chemicals; motor vehicles and equipment; grain and preparations; general industrial machinery; electrical industrial apparatus; and finished cotton textiles.

Dominican Republic

Automobiles; motor fuels; iron and steel construction products; cotton textiles; industrial chemicals; agricultural chemicals; pipes and fittings; and radios and phonographs.

Haiti

Automobiles; motor fuels; tobacco; medical and pharmaceutical products; soaps; lard

and rendered pork fat; cotton textiles; shoes; paint and varnish; steel sheets; and dried fish.

Mexico

Synthetic rubber; light tobacco (filler); cellulose for making artificial fibers; milk in powdered or tablet form; hops; and mixtures and preparations of organic origin with vitamins or antibiotics added for use in foods or in manufacture of poultry feed.

Industrial machinery and parts; automobiles and trucks for assembly; machinery for the petroleum industry; iron and steel scrap; chasses for automobiles; spare parts and repair parts for airplanes; and machinery and apparatus forming a single unit for production of electric power.

Panama

Panama has a demand for a great variety of American industrial or processed agricultural products; however, the greatest demand that exists today may be determined by the following products:

Meat and meat products (packed in containers—cans, jars, barrels, etc.); miscellaneous fabricated metal products; medicinals—pharmaceuticals; iron and steel (galvanized sheet, pipe); automobiles; and clothing.

Panama imposes a minimum of trade restrictions. There are some quota restrictions on medicinals.

Venezuela

Paper and paperboard; tinplate; dried milk; household refrigerators & freezers; air conditioning and refrigeration equipment; construction and road machinery; and radio, T.V., telephone and telegraph apparatus.

NOTE: The above commodities do not necessarily represent the largest (dollar-wise) current (1960-61) Venezuelan imports. Because of present and/or expected future controls and "sewed-up" markets on certain commodities, such dollar volume leaders as automotive and truck chassis and parts, medicinal and pharmaceutical products, and iron and steel pipes and tubes have been purposely omitted from this list.

EEC Members

Apart from duties, there are virtually no restrictions in these countries on the importation of non-agricultural goods from the U.S. Markets exist for the entire range of capital goods, chemicals, raw materials, consumer goods, etc.

Austria

There are some remaining import restrictions which might partly limit our sales of textiles and made-up clothing. Active markets exist for the entire range of capital goods, raw materials, chemicals, and for most consumer goods apart from some cotton textiles and clothes.

Plant modernization equipment; machine tools; heavy vehicles; machinery; computers and scientific research equipment; chemicals; and canned fruits and fruit juices.

Portugal

Portugal has liberalized most imports. Opportunities for the sale of petroleum products, rolled steel products, electrical, construction, and industrial machinery and parts for motor vehicles are available.

Yugoslavia

Because of critical exchange shortages, Yugoslavia is currently purchasing only essential raw materials and capital equipment needed for specific projects. Cotton, wheat and copper are our largest current exports.

Greece

Good market prospects exist in Greece for the entire range of producer goods, raw materials and most consumer items apart from textiles. Imports of textiles into Greece are severely restricted by import licensing controls and advance deposit requirements of 280 percent of the C.I.F. value on payment by sight draft.

In view of increasing investment activity in Greece, mainly stimulated by Greece's imminent association with the Common Market, the demand for producer goods is increasing. A particularly strong market exists for such items as earth-moving equipment, building supplies, industrial machinery, chemicals, scientific apparatus as well as agricultural, transportation, automotive service, and repair equipment.

In 1961, principal U.S. non-agricultural exports to Greece consisted of various types of machinery and equipment, fuels, chemical products, and vehicles.

Italy

Italy has liberalized practically all non-agricultural items and only a few industrial items of importance remain under quantitative restriction. Leading imports from the U.S. in 1961 were as follows:

Industrial machinery and apparatus of all kinds, electric and nonelectric; chemicals; coal; iron and steel scrap; aircraft and their parts; copper and copper alloys; machine tools; iron and steel products; precision mechanical products; pulp, paperboard, and cardboard; synthetic rubber; plastics; office machines; and pharmaceuticals.

Spain

Spain has liberalized a wide range of capital equipment and raw materials. Chances for selling such goods as coal, rolled steel, copper products, electrical and industrial machinery, and chemical specialties are open. The Spanish market is still largely closed to consumer goods.

Denmark

Denmark has continued to relax her import restrictions according to an established schedule. The Danish Government estimates that approximately 10.7 percent of the country's industrial products (other than industrially processed agricultural goods) are still protected by quantitative restrictions.

In general, capital goods and industrial raw materials enter Denmark freely. Only certain specialized products are still subject to import licensing. Among the consumer goods which may enter Denmark freely are such products as textiles and textile manufacturers, small household appliances, radios and television receiving sets. While there was a drop in total imports from the U.S. in 1961 certain industrial goods imported from the United States showed a gain—chemicals and chemical products were up 9 percent; textile products and clothing, up 21 percent; and machinery, up 23 percent.

United States principal non-agricultural exports to Denmark in 1961 were:

Metal manufactures; electrical machinery; power generating machines; construction, excavating and mining equipment; industrial machines and parts; automobiles, automotive parts and accessories; aircraft parts and accessories; and chemical specialties.

Norway

Both capital and consumer goods enter Norway freely except for certain specialized products. These include textile products, refrigerators, radios and television receiving sets, and tape recorders.

Principal U.S. exports to Norway in 1961 were:

Cotton manufactures; man-made fibers and manufactures; petroleum and petroleum products; iron and steel mill products; electrical machinery and apparatus; power machinery; construction, excavating and mining machinery; industrial machinery and parts; tractors and parts; automobiles and automotive parts and accessories; chemicals; and grain, tobacco, cotton, oilseed and fruit.

Iceland

Iceland has liberalized a wide range of capital goods and industrial raw materials. These products may be imported freely from the United States. It also permits the license free entry of a wide range of consumer goods including textiles, clothing, household appliances, cer-

tain house furnishings, hand tools, paper and paper products.

United States principal non-agricultural exports to Iceland in 1961 were:

Electrical machinery and apparatus; metal manufactures; industrial machines and parts; automotive parts and accessories; aircraft, parts and accessories; and chemicals.

Finland

Most industrial raw materials, capital goods, and consumer goods enter Finland freely or under liberal global quotas. Among the exceptions are coal, coke, petroleum, certain petroleum products, and certain food preparations, which are subject to individual licensing.

The American Embassy in Helsinki indicated in a recent despatch that there is increased demand for American-type consumer goods in Finland. The despatch mentioned in particular home appliances, clothing and accessories, recreation equipment, and a wide variety of food products.

Our principal exports to Finland are:

Industrial machinery; construction, excavating and mining machinery; textile fibers and manufactures; chemicals; automobiles and automotive parts and accessories; tractors and parts; foodstuffs and food preparations; and tobacco and manufactures.

Australia

Every industrial commodity.

Canada

Every industrial commodity.

Ireland

Food processing machinery; heavy machinery for construction industry; metalworking machinery; pharmaceuticals; and cotton manufactures.

New Zealand

Lubricating oil; plastics and resins; cotton fabrics; rayon tire cord fabric; hand tools; engines and parts, other than aircraft; tractors; agricultural machinery; earth-moving and road-making machinery; and woodworking machinery.

United Kingdom

Every industrial commodity.

Morocco

Soybean oil; cottonseed oil; processed tallow; compression pumps and parts; and rubber and rubber products (except tires).

Tunisia

Chemicals; pharmaceuticals; electric batteries; printing equipment; and insecticides.

Algeria

Wheel and crawler tractors; drilling tools; faucets, water cocks; leveling equipment; and office equipment.

Nigeria

Air conditioners—220 volt only; inexpensive clothing; canned and frozen foods; medical equipment and supplies; drugs and pharmaceuticals; and construction equipment and earth-moving machinery.

Sierra Leone

Canned and frozen foods; milk products; electrical appliances, especially small refrigerators and air conditioners; office, school, and hospital supplies; wearing apparel; and drugs and pharmaceuticals.

Ghana

Air conditioners; agricultural machinery; small refrigerators (5 cu. ft.—220-volt only); canned and frozen foods; wheat and rice products; and drugs and pharmaceuticals.

Liberia

Metalworking machinery; construction and mining equipment; trucks and automobiles; wheat and rice products; household appliances (electrical); and drugs and pharmaceuticals.

Republic of the Congo (Leopoldville)

Air conditioners; refrigerators; trucks; cloth; and flour.

Cameroon, Federal Republic of *

Earthmoving, roadbuilding equipment; air conditioning equipment, refrigerators; light industrial machinery, materials-handling equipment, air compressors, etc.; trucks, tractors; inexpensive hardware, hand tools, and household and kitchen utensils.

Central African Republic *

Air conditioning equipment, refrigerators; trucks, tractors; farm equipment, small agricultural implements; agricultural products processing equipment (for coffee, cotton, peanuts); and logging and lumber mill equipment.

Chad, Republic of *

Trucks, tractors; agricultural products processing equipment (for cotton, peanuts, rice); meat packing and processing equipment; air conditioning equipment, refrigerators; and water drilling equipment, water pumps, irrigation equipment.

Congo (Brazzaville), Republic of *

Logging and lumber mill equipment; woodworking machinery; light industrial machinery, materials-handling equipment, air compressors, etc.; air conditioning equipment, refrigerators; and trucks, tractors.

*** Imports of almost all important items into African franc-zone countries are restricted to varying degrees by strict import licensing controls. The effect of these measures against U.S. products is expected to decrease, however, as the scope and restrictiveness of such import controls continue to be liberalized.**

Dahomey, Republic of *

Agricultural products processing equipment (for oil-yielding palm, peanuts, karite, tobacco, cotton); air conditioning equipment, refrigerators; cotton textiles; farm equipment, small agricultural implements; and inexpensive hardware, hand tools, household and kitchen utensils.

Gabon, Republic of *

Logging and lumber mill equipment; woodworking machinery; light industrial machinery, materials-handling equipment, air compressors, etc.; trucks, tractors; and farm equipment, small agricultural implements.

Guinea, Republic of

Trucks, tractors; earthmoving, roadbuilding equipment; air conditioning equipment, refrigerators; light industrial machinery; and farm equipment, small agricultural implements.

Ivory Coast, Republic of *

Trucks, tractors; agricultural processing and handling equipment (for coffee, bananas, cotton, rubber, kola nuts); logging and lumber mill equipment; farm equipment, small agricultural implements; light industrial machinery and equipment; and cotton textiles.

Mali, Republic of *

Trucks, tractors; air conditioning equipment, refrigerators; agricultural processing and handling equipment (for peanuts, rice, cotton); meat processing and packing equipment; and water drilling and pumping equipment, irrigation equipment.

Mauritania, Islamic Republic of *

Water drilling and pumping equipment, irrigation equipment; earthmoving and roadbuilding equipment; meat processing and packing equipment; leather processing and working equipment; and electrical equipment and apparatus (airconditioning, refrigerators, generators).

Niger, Republic of *

Water drilling and pumping equipment, irrigation equipment; trucks, tractors; meat processing and packing equipment; leather processing and working equipment; and agricultural products, processing and handling equipment (peanuts, cotton, and rice).

Senegal, Republic of *

Agricultural products processing and handling equipment (peanuts, rice); textile equipment; roadbuilding and construction equipment; farm equipment, small agricultural implements; and electrical equipment and apparatus (air conditioning, refrigerators, generators).

Togo, Republic of *

Air conditioning equipment, refrigerators; agricultural products processing and handling equipment (cocoa, coffee, palm kernels, cotton); farm equipment, small agricultural implements; inexpensive hardware hand tools; and cotton textiles, inexpensive clothing and shoes.

Upper Volta, Republic of *

Trucks, tractors; electrical equipment and apparatus (air conditioning, refrigerators,

generators); farm equipment, small agricultural implements; meat packing and processing equipment; and inexpensive hardware and hand tools.

Rhodesia and Nyasaland, Federation of

Clothing, especially cotton and synthetic wash and wear; office machines; electrical appliances; mining chemicals; and mining and earthmoving equipment.

Malagasy Republic

Farm machinery; textile machinery; chemicals and pharmaceuticals; construction and earthmoving equipment; and freezing and refrigeration equipment.

Angola

Farm machinery and tools; road building equipment and machinery; electrical appliances; radio communication equipment; and autos and parts (low priced only).

Mozambique

Farm machinery and tools; road building equipment and machinery; port handling equipment; radio communications equipment; and chemical and pharmaceuticals.

East Africa—Kenya, Uganda and Tanganyika

Industrial and commercial machinery; cotton and synthetic fabrics; automotive vehicles and equipment; paper and paper products; and clothing.

Republic of South Africa

Industrial machinery, natural and synthetic textile fibers; petroleum products; paper and paper products; and agricultural machines and implements.

Near East

NOTE: Since many countries in the Near East-South Asia area control all imports, however, it has not been possible to confine these lists to commodities free of all quantitative or other restrictions. In such cases a selection has been made of those commodities, including items financed by U.S. aid, offering the best prospect within overall limitations.

Iraq

Air conditioning and refrigerating equipment; household and commercial refrigerators; TV sets; telecommunications equipment; timber; and irrigation pumps and equipment, chemicals and dyestuffs.

Israel

Raw hides and skins; tanning extracts; dairy machinery; oleaginous seeds; preserved and frozen meat; pulp products; tin plate; aluminum sheets; synthetic fibers; electrical motors for household and commercial refrigerators; chemicals and dyestuffs; machine tools; movie projectors; films; fine chemicals; raw materials and intermediates for the pharmaceutical and cosmetic industries; welding and textile machinery; poultry processing apparatus; and irrigation pumps and spraying equipment.

Jordan

Agricultural machinery; tin plate; canned foodstuffs; powdered milk; household and commercial refrigerators; fans; machine tools; medicinal preparations & pharmaceuticals; and irrigation pumps and equipment.

Lebanon

Radio and television sets; tin plate; household appliances (refrigerators, fans, washing machines); fruit canning equipment; paints and varnishes; agricultural machinery; machine tools; milk powder; medicinal preparations and pharmaceuticals; canned foodstuffs; and laboratory equipment and timber.

Saudi Arabia and Kuwait

Unrestricted except for products unacceptable to Islamic traditions, such as: Pork and pork products; liquor; and arms and ammunition.

Syrian Arab Republic

Tobacco; tin plate; irrigation pumps; tractors and spare parts; timber; newsprint; machine tools; household and commercial refrigerators; laboratory equipment; medicinal and pharmaceutical preparations; and canned food and powdered milk.

United Arab Republic (Egypt)

Industrial and power-generating machinery; telecommunications equipment; tin plate; timber; newsprint; machine tools; railroad ties; pharmaceuticals; and pulp for paper manufacture.

Libya

Total Imports (1960)=$169 million. Imports from USA (1960)=$35.2 million; 20.8 percent of the total.

The bulk of current U.S. exports to Libya is comprised of oil drilling machinery and equipment, electric appliances and machinery, and explosives. No promotion activities are required in these fields as the exporters are active and familiar with the market.

The following list contains products now being sold in reduced volume in the Libyan market.

Automobiles; wearing apparel; furniture and fixtures; synthetic fabrics; medicines and pharmaceuticals; yarns and threads; agricultural machinery and implements; and insecticides.

Sudan

Total imports (1961)=$164 million. Imports from USA (1959)=$11.6 million; 7.1 percent of the total.

Exports from the U.S. to Sudan had been improving since 1959 rising from that year's total of $2.5 million to $6.5 million in 1960 and attaining a record level of $11.6 million in 1961, at which time they accounted for 7.1 percent of the total Sudanese purchases. The absence of current detailed Sudanese statistics precludes any up-to-date analysis. Based upon 1959 Sudanese data the following commodities offered much scope for improvement.

Electric machinery & appliances; automobile tires; pharmaceutical preparations; and insecticides.

Ethiopia

Total Imports (September 11, 1960—September 10, 1961)=$91,383,469. Imports from USA (September 11, 1960—September 10, 1961)=$7,728,240; 8.5 percent of the total.

Foreign Service Officers in Addis Ababa and Asmara reported the following commodities offered the greatest scope for achieving an improvement in U.S. export sales to Ethiopia:

Passenger cars; trucks; pharmaceutical products; cotton piece goods; common soap; electrical household appliances; radio sets and parts; building sanitary equipment (metal & porcelain); office machinery; metal hand tools; paints; and cosmetics.

Afghanistan

Trucks; used clothing; and off-the-road tires.

Cyprus

Glass bottles; construction machinery; agricultural machinery; electric generators, alternators, motors, converters, transformers; and mining machinery.

Iran

Agricultural machinery (cultivating, threshing, flour milling, peeling grains, tea processing); construction and mining machinery; textile machinery; machine tools (pneumatic tools, tinmaking machinery); electric generators, motors and converters, transformers; locomotives; and tractors.

Pakistan

Air-conditioning and refrigerating machinery; tractors and parts; construction machinery and parts; measuring, controlling, and scientific instruments; pumps; and motors, generators, transformers.

Turkey

Chemicals and pharmaceuticals; tires; agricultural machinery; trucks (over 6 tons); and measuring, controlling, and scientific instruments.

Burma

Agricultural machinery and equipment (particularly tractors, irrigation pumps, small motors and farm implements); automotive repair equipment; diesel trucks and bus bodies; communications equipment; earthmoving and other heavy construction machinery (particularly highway construction equipment); and timber extraction and sawmilling machinery.

The above industrial categories appear to offer the best export opportunities in Burma and some of these stand a good chance of being supplied under current or prospective U.S. aid programs to meet

part of Burma's requirements. However, American suppliers will encounter increasingly stiffer competition for the non-aid-supported opportunities in these fields because of Burma's declining foreign exchange reserves. This is leading to increased reliance on the utilization of existing economic and trade arrangements concluded with other supplying countries.

Ceylon

Electrical-generating and transmission equipment; automotive repair equipment; small industry equipment (general purpose machine tools, etc.); earth-moving and other construction machinery; agricultural insecticides; medicinal and pharmaceutical specialties; and scientific measuring and testing equipment.

Owing to Ceylon's increasingly stringent foreign exchange position and the present trend toward expanding bilateral trading arrangements, particularly with Soviet bloc countries, U.S. exporters may experience considerable difficulty in expanding sales in even these high-priority import items. American suppliers stand a good chance in the above categories if their product is clearly superior to that available under alternative programs, if financing is to be supplied from the IBRD and other international financing sources, or under the small U.S. aid program in Ceylon.

India

* Power generating and other heavy electrical equipment; * diesel locomotives and other transport equipment; * construction, excavating, and mining machinery; * industrial machinery (pulp and paper-making, textile, chemicals, and other industries); machine tools, particularly precision and more advanced types; iron and steel and products, including alloy and special steels; non-ferrous metals; fertilizers; agricultural insecticides; industrial chemicals; and certain drugs and medicines.

*** Categories for which most exports will be financed out of U.S. aid.**

NOTE: Although there will be a sustained demand for imports of these categories of goods for a number of years, imports are subject to a restrictive system of import licensing based on foreign exchange availabilities and established priorities. Procurement of many imports is limited to countries offering foreign credits to India. However, a substantial amount of imports financed out of India's own exchange earnings is open to competitive trade.

Nepal

Construction, earth-moving, and road-building machinery; and industrial machinery for: furniture factories; machine tool works; brick and tile works; tanneries; soap factories; and rice mills.

NOTE: These goods will be financed by by the U.S. aid program for Nepal, without which there is little or no opportunity for U.S. exports.

Japan

Specialized machine tools; office machines and parts; chemical specialties (plastics, petroleum additives): miscellaneous industrial machinery (industrial indicating, measuring, controlling instruments; packaging and wrapping machines; clothes pressing machines and other manufacturing and service industry machines); and industrial lubricating oils.

Taiwan

Iron and steel making raw materials; iron and steel mill products; railway transportation equipment; industrial machinery and parts; electrical machinery and apparatus; construction, excavation, and mining machinery; vehicles, vessels, and parts; chemical fertilizers; oil, grease, and wax; and crude and fuel oils.

Viet-Nam

Small gasoline engines; lubricants; construction, mining and conveying equipment; off-the-road tractors and parts; naval stores; and potash and phosphate fertilizers.

Korea

Construction, mining, and materials handling machinery and equipment; drugs and pharmaceuticals; engineering, laboratory, scientific and research instruments, and associated equipment; surgical, medical, and dental instruments and supplies; commercial and industrial machinery, equipment, and supplies; and paper and products.

Cambodia and Laos

Petroleum products; pulp and paper; light and industrial chemicals; commercial vehicles and parts; small gasoline engines; and electrical machinery and equipment.

Thailand

Small generators, diesel and gasoline; light woodworking and metalworking machinery; pumps and irrigation equipment; industrial and fine chemicals; insecticides and fungicides; and toilet goods and cosmetics.

Hong Kong

Air conditioning and refrigeration equipment (industrial and household); chemicals and pharmaceuticals, including antibiotics; building and construction equipment; polyethylene molding compounds; cigarettes; and iron and steel blackplate, 29 gauge and lighter.

Philippines

Cloth, duck and tire fabric made of cotton; industrial machinery including: lathes; milling machines, hobbing machines, and punch presses; precision tools, bits and small powered hand tools; tractors and other earth moving and road building equipment; canned foods, fruits and milk; and industrial chemicals, mainly caustic soda, soda.

Malaya (Federation of Malaya and Singapore)

Industrial machinery; tractors; cigarettes; unmanufactured tobacco; cosmetics and preparations; and textile fabrics (broadwoven, cotton).

Indonesia

Aviation motor, fuel and lubricating oils; fertilizers; chemical specialties; iron and steel mill products (tinplate); construction, excavation, mining, oil field and related machinery; and electrical machinery including power generators.

COMMODITY INDEX

Apparel and other finished products made from fabrics and similar materials; 6-7-8-9

Chemicals and allied products; 5-6-7-8-9-10

Electrical machinery, equipment, and supplies; 5-6-7-8-9-10

Fabricated metal products, except ordnance, machinery, and transportation equipment; 5-6-7-8-9

Food and kindred products; 5-6-7-8-9-10

Furniture and fixtures; 7-8-9

Leather and leather products; 6-7-8-9

Lumber and wood products, except furniture; 7-8-9

Machinery, except electrical; 5-6-7-8-9-10

Miscellaneous manufacturing industries; 7-8-9

Ordnance and accessories; 7-8

Paper and allied products; 7-8-9-10

Petroleum refining and related industries; 5-6-7-8-9-10

Primary metal industries; 5-6-7-8-9-10

Printing, publishing, and allied industries; 7-8-9

Professional, scientific, and controlling instruments; photographic and optical goods; watches and clocks; 7-8-9-10

Rubber and miscellaneous plastics products; 5-6-7-8-9

Stone, clay, and glass products; 7-8-9

Textile mill products; 5-6-7-8-9-10

Tobacco manufacturers; 5-6-7-8-9-10

Transportation equipment; 5-6-7-8-9-10

U.S. trading pioneers winning "E" awards

By Neil J. Hurley, Jr.

Chairman, National Export Expansion Council

These are strange days.

The President of the United States is pinning "E" Award medals on the lapels of businessmen who market their products overseas, because in the furtherance of their private gains they are earning dollars to allow America to continue its commitments abroad and thus patriotically to preserve our way of life.

"E" Awards have been putting additional zing into foreign trade since last April when President Kennedy made a dramatic presentation to a small group of export minded organizations.

Since then Secretary of Commerce Luther Hodges has decorated other foreign traders, and in overwhelming support various members of the Cabinet have followed suit to recognize those industries, organizations and businesses that have been recommended by the special reviewing committee of the Commerce Department.

Two pins were even presented to two U. S. Government foreign service officers half way around the world by Ambassador Kenneth Todd Young of Thailand during the opening ceremonies of the United States South East Asian Trade Center in Bangkok.

As of this moment 67 organizations have been chosen.

They cover the full range of American ingenuity and imagination, from a manufacturer that reversed the national trend of importing hair goods to exporting them, a builder of meat processing equipment whose executive vice president travelled 5,000 miles through Australia and New Zealand in a wheel chair to be the first American to ever attempt the successful sale of the product in that market, to a pharmaceutical company that increased its foreign sales from 3% to 40% of its volume in the last three years.

Awards have been made everywhere from the White House to the Senate Caucus Room, at a meeting in New York celebrating World Trade Week, to a huge civic luncheon in Chicago where Tom Coulter and the Chamber of Commerce were honored.

These, and the other award winners to come in the weeks to follow, may be called the trading pioneers of the sixties.

A special flag emblazoned with the Presidential "E" flies from their masts. An identifying logotype appears on their stationery and advertising, and a pin symbolically almost as old as this country appears in the lapels of members of the organization.

Exporting to aid their country, while helping themselves is the easiest route to patriotism since George Washington called for ayes and nays. Never before has there been so much to be privately gained in the development of wider, greater or more aggressive business operations.

Having trouble selling overseas? . . . call Commerce

Bureau of International Programs will fight discrimination against you

Have you lost a sale because a purchase specification of a foreign country was so drawn that you could not enter a bid?

Does an internal tax of a country make your product non-competitive because it applies more heavily on your product than on a similar product of another foreign supplier?

Do the food regulations of a country have the effect of unduly restricting or burdening sales of your food products?

U.S. businessmen who are having difficulties in selling their products abroad because of foreign government laws and regulations which in their view unjustifiably restrict or discriminate against U.S. exports are urged to bring these problems to the attention of the Bureau of International Programs.

Import regulations, including customs regulations, as well as internal regulations which impede U.S. trade should be reported.

The Bureau of International Programs is staffed by country specialists with an intimate knowledge of the economic regulations and conditions in individual countries. These experts are prepared to assist businessmen's efforts to reduce or eliminate these discriminatory and unreasonable obstacles to U.S. exports.

Letters providing all pertinent details regarding any such problems should be addressed to individual country desks, for example, Italian Desk or French Desk, in the Office of Regional Economics, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C. Letters relating to more than 1 country may be sent to the Office of the Director, Office of Regional Economics.

COPPER EXPORTS DOWN

Exports of refined copper for January-April averaged 30,000 tons a month, 37% below the like period in 1961. In May they declined to 27,000 tons. Further declines took place in the export of copper scrap and copper base scrap through May.

Soviets pushing petroleum production and exports; gap with U.S. narrowing rapidly

Russia second only to U.S. as producer of crude petroleum; production of petroleum products shows sharp rise; diesel and fuel oils principal export

By FERDINAND F. PIRHALLA

Sino-Soviet division, Bureau of International Programs, Department of Commerce

The Soviet Union has made great strides in expanding its petroleum industry since the beginning of the fourth Five-Year Plan in 1946. The 1960 production mark of about 148 million tons more than quadrupled the 1949 figure, and made the Soviet Union the world's second largest producer of crude petroleum (the U.S. was first).

Although the United States surpasses the Soviet Union in crude production by a wide margin, the gap is narrowing rapidly. In 1946, Soviet production was about 10 percent of U.S. production, whereas in 1960 it was around 42 percent.

The difference between U.S. and U.S.S.R. production is expected to get smaller in future years.

The Soviet Seven-Year Plan calls for increasing production of crude petroleum from about 148 million tons in 1960 to 230-240 million tons in 1965. The goal of 230-240 million tons appears to be attainable on the basis of annual rates of growth which averaged 16 percent during 1956-60. Realization of the maximum goal of 240 million tons will put Soviet production in 1965, at about two-thirds of United States 1960 production. To meet this goal an average annual increase in production of slightly less than 10 percent during 1961-65 will be required.

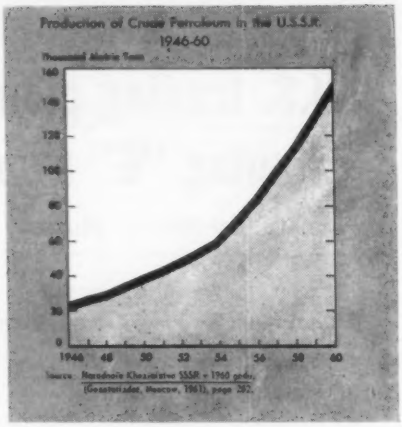
Petroleum products

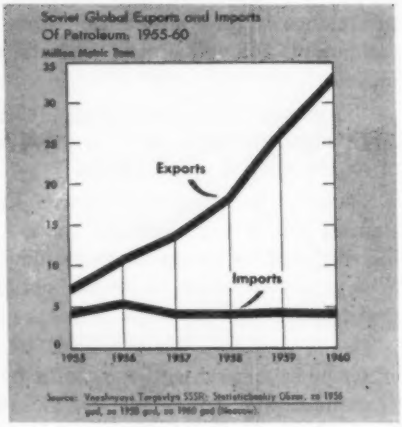
The rapid growth in crude production since 1946 was accompanied by a corresponding growth in production of petroleum products. In 1960 production of the latter amounted to 119.6 million metric tons as compared with an estimated production of 19 million tons in 1946. Planned production for 1965 is 197 million metric tons, or about 64 percent over 1960 production. The bulk of production during 1946-60 consisted of light products—gasoline, kerosene and light diesel fuels.

The substantial increases in Soviet production of crude and petroleum products since the end of the war resulted chiefly from: successful exploitation and development of immense rich oil deposits in the Ural-Volga region and consequent increases in proved reserves; efficient methods and techniques in drilling and producing; and increased refining capacity.

Because of the exploitation and development program in the Ural-Volga region, production of crude oil in that region increased in 1960 from about 4 million tons, or 21 percent in 1946, to an estimated 104 million tons, or 70 percent of Soviet total production. Concomitant with the development of the Ural-Volga region the Soviet Union's oil reserves expanded significantly. Proved reserves at the end of 1960 amounting to an estimated 24 billion barrels more than tripled proved reserves available at the end of 1946.

Rehabilitation and modernization of old refineries and construction of new ones increased the Soviet Union's primary refining capacity to about 157 million tons in 1960 from an estimated 24





Estimated Production of Petroleum Products in the U.S.S.R. by Type of Product, 1960, and 1965 Planned Production
(Million metric tons)

Products	Quantity	
	1960	1965
Gasoline	26.0	35.4
Kerosene	15.3	24.0
Light diesel fuel	24.2	31.8
Heavy diesel fuel	4.9	11.2
Lubricant base oils	5.5	7.9
Residual and other products	43.7	86.7
Total non-gas products	119.6	197.0

million metric tons in 1946. The goal of the Seven-Year Plan is to increase the refining capacity to an estimated 252 million tons in 1965. The attainment of this goal calls for an annual rate of growth of 10 percent; this is about 4.5 percent less than the increase in the refining capacity in 1960 from the 1959 level.

The Soviet Union maintained a virtual blackout on statistical data regarding its economy from 1939 to 1955. Official Soviet data, therefore, of Soviet foreign trade in petroleum for that period are not available. Primarily because of the war damage to its petroleum industry it is inferred that for several years after the war the Soviet Union was a net importer of petroleum, mainly from Rumania. (It is estimated that Rumania delivered as reparations to the Soviet Union about 9 million tons of petroleum and petroleum products between 1944 and 1948.)

Export-import figures

In 1955, the Soviet Union again became a net exporter of petroleum; total exports of about 7 million tons exceeded imports by approximately 3 million.

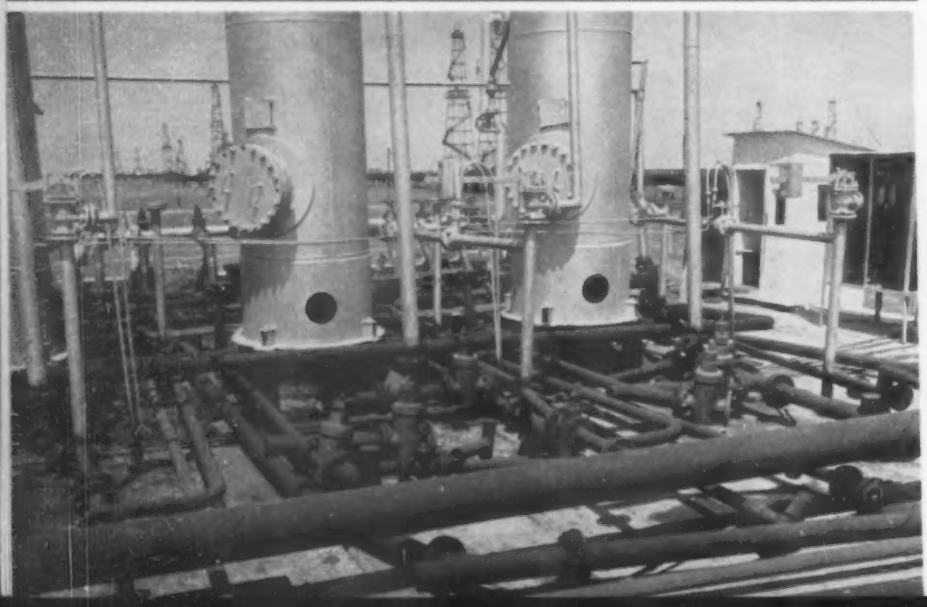
Since 1955 Soviet exports have risen rapidly. In 1960 they reached 33.2 million tons, almost five times the 1955 figure, and about a 32 percent increase over 1959.

Imports in 1960, on the other hand, remained at about 4.4 million tons, almost the same as in 1955, and consisted chiefly of crude oil from Austria and gasoline from Rumania.

Of the 33.2 million tons exported in 1960, 17.8 million tons consisted of crude and 15.4 million tons of petroleum products. That exports of crude were substantially greater than exports of petroleum products is contrary to the traditional distribution of Soviet petroleum exports but is a continuation of a trend beginning at least in 1955. It may be a development indicating that the greatest markets for future petroleum exports will be for crude.

The bulk of petroleum products exported during 1955-60 consisted of diesel oil and fuel oil. In 1960 these two accounted for about 70 percent of total exports of petroleum products and were exported in almost the same proportion.

Photos—top—Hydraulically operated break-out tool; center—Draw works of an electro-drill on the Caspian Sea near Baku; bottom—Cottage for visitors near Zhirnovsk oilfield. A worker's settlement between Moscow and Stalingrad.



The Free World during 1955-60 took most of Soviet petroleum products in this form. In 1960 about 57 percent consisted of fuel oil and 36 percent of diesel oil. The Sino-Soviet bloc during the same period imported mostly gasoline (about 43 percent in 1960) and diesel oil (about 32 percent in 1960).

Exports to Free World

Soviet exports of petroleum to the Free World in the postwar period were negligible until 1955. In that year they amounted to about 3.3 million tons and since then have shown significant gains.

It became apparent in 1958 that the Soviets had begun a drive to increase exports to the West. In that year a 50% increase over 1957 was noted, amounting to about 8.9 million tons. In 1959 exports jumped about 54 percent over the previous year's level and in 1960, when they amounted to about 20.5 million tons, they were about 50 percent above 1959 exports.

In 1958 the Free World took about 49 percent of Soviet petroleum exports. In 1959 exports to the Free World were about 54 percent of total exports and in 1960 they increased to about 62 percent. In 1960 exports of crude petroleum exceeded exports of petroleum products to the Free World for the first time since World War I.

Most of Soviet oil exports to the West have been going to the industrialized countries of Western Europe. In 1960, 66 percent went to Western Europe, 13 percent to Africa and the Near East, 11 percent to South America, and 6 percent to Asia. The leading recipients in 1960 in the Sino-Soviet bloc were: China (23 percent), Czechoslovakia (20 percent), East Germany (16 percent), Poland (16 percent), and Hungary (11 percent).

Broaden markets

The Soviets have been aggressive in broadening their markets. In 1955 20 countries were supplied by Soviet petroleum, whereas in 1960 there were 32 countries.

Notwithstanding the substantial increases in Soviet exports during the past several years, the volume of Soviet exports have been relatively small com-

Photos—top—Exploratory oil well in the Urals Volga area; center—Oil well field near Baku; bottom—Off-shore field equipment near Baku.

pared to the total volume of petroleum in international trade. It is estimated that in 1960 Soviet exports accounted for about 5 percent of total world trade in petroleum. The economic-political advantages that the Soviets derived from their petroleum exports, however, were considerable. Oil earns valuable foreign exchange for the U.S.S.R. enabling it to import essential goods and equipment which it desires from Western European countries. Increased capability to export oil has enabled the Soviets to make trade arrangements whereby a few Western countries are taking substantial proportions of their petroleum supplies from the U.S.S.R.

The Soviet Union has enhanced its competitive position in certain less-developed countries by accepting soft currencies and hard-to-dispose-of commodities in exchange for oil. In some cases the Soviets have used oil exports to establish ties with Free World countries.

The large sedimentary basins of the Soviet Union are expected to provide several new oil provinces in the future. Development of such areas within the U.S.S.R. should lead to substantial increases in production of petroleum. Consequently, it appears that the capability of the Soviet Union to export petroleum will continue to increase.

Background information

The Soviet Union has a long history as a producer of petroleum. Although a petroleum producer several years before 1871, it is generally believed that Russia drilled its first well in that year. Recently, however, Soviet writers have been claiming that drilling of the first well in their country ante-dated the first well successfully drilled in the United States in 1859.

It was not until 1925, however, that the Soviet Union made its first serious effort to modernize its oil industry. Up to that time a considerable part of production was from hand-dug shallow wells.

There was a substantial increase in production of crude petroleum from 1871 when production amounted to 26 thousand tons, to 1901 when Czarist Russia reached its production peak of 11.6 million tons. In the latter year Czarist Russia was the leading producer of crude oil, accounting for 47 percent of total world production.

Subsequently, for almost three decades, production of crude petroleum was below the level reached in 1901. A principal factor for the decrease in the years immediately after 1901, was civil unrest in the country which manifested itself in labor strikes and destruction of facilities in the principal oil producing area. The industrial upsurge beginning in 1908 and the increased demand for petroleum during the initial year of World War I brought a rise in production. From 1908 to 1916, however, production was still below the 1901 level.

Unsettled economic and administrative conditions prevailed for a few years following the overthrow of the Czarist regime in 1917. Virtually all industrial production was disorganized. Crude oil production of less than 4 million tons in 1920 and 1921 reflected the conditions of political and economic chaos. The New Economic Policy under the new Soviet regime, initiated in 1921, promoted economic recovery. Under this program petroleum production began to increase. It was not until 1928, however, that crude oil production reached the 1901 level.

The Five-Year Plans, the first of which began in 1928, encouraged increased petroleum production by providing for new pipelines, building of new refineries and the creation of new markets. By 1941, the year of the German invasion, production of crude oil reached a new peak of 33 million tons. This was equivalent to about 17 percent of United States production in that year.

World War II, however, resulted in severe damage to the petroleum industry and in 1945, the year in which the war ended, production amounted to about 19.4 million tons or about 60 percent of what it had been in 1941.

Except during World War II and in the immediate postwar years, the Soviet Union has been historically a net exporter of petroleum, especially petroleum products. Prior to World War II imports of crude petroleum were about zero and imports of petroleum products were insignificant. Exports of crude petroleum were not of particular importance. After reaching a peak of about 526,000 metric tons in 1932, exports of crude petroleum declined and in 1939 were almost nil. Exports of petroleum products, however, were of considerable significance and played an important part in earning foreign exchange for the country's industrialization program. In 1932 about 5.6 million metric tons of petroleum products were exported—an interwar peak. In that year they accounted for about 17 percent of the total value of Soviet exports. As with crude petroleum, exports of petroleum products after 1932 declined and in 1939 amounted to about 474 thousand metric tons.

The decline in exports from 1932 until the beginning of World War II was probably attributable to a combination of several factors, such as decreased demand because of the world depression and recession, increased competition from other countries, increased Soviet consumption, and stock piling for war purposes. The principal markets for Soviet petroleum during these years were Italy, France, Germany, the United Kingdom, Belgium, Spain and Sweden.

Pipelines in USSR spread far overland

Pipeline transport increasing; goal is 45,000 km by 1965

Although still in its infancy, pipeline transport in the USSR has undergone significant developments in recent years, reflecting Soviet plans to increase the importance of petroleum and natural gas as sources of fuel and energy.

While in 1950 the freight turnover of oil pipelines was only 4.9 billion ton-kilometers, by 1960 this turnover amounted to 51.2 billion ton-kilometers. In 1960 there were 18,000 kilometers of oil pipelines and they connected the Baku oilfields with the Batumi port, the Grozny oilfields with the Caspian Sea and the Donbas region, and the Ural-Volga oilfields with both the Siberian regions (Omsk) and European Soviet Union. By the end of 1965, the Soviet Union plans to have 45,000 kilometers of oil pipelines.

A major oil pipeline now nearing completion will supply the European areas of the Soviet Union as well as Poland, the Soviet Zone of Germany, Hungary, and Czechoslovakia with petroleum from the Ural-Volga region.

Another pipeline now under construction is intended to supply petroleum to Siberian regions as far as Irkutsk with the ultimate goal of reaching the Pacific Ocean. This pipeline would considerably alleviate the transportation load of the trans-Siberian railroad, which it generally parallels.

The Soviet Government is also devoting considerable attention to the construction of gas pipelines and plans significant expansion of existing lines. At the end of 1960, about 22,000 kilometers of natural gas pipelines were available; however, this figure is planned to be raised to about 39,000 kilometers by the end of 1965.

Libya, Sudan, Somalia, Ethiopia offer varying opportunities to U.S. exporters seeking markets

American goods common in Tripoli, but European companies often have edge, with credit terms important factor

By Richard C. Graham
International Economist
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Bureau of International Programs

U.S. products are much in evidence in Tripoli. Western-type food markets, a recent innovation, cater almost exclusively to the foreign community whose incomes permit them to buy imported foodstuffs. One wholesaler, agent for a U.S. canned fruit packer, said the market is so price-conscious that differences of 1 or 2¢ a can will divert purchases to competitors.

Czech-made automobiles have recently been introduced to the Libyan market. It is too early to gauge what inroads their sales will make upon western supply sources. Price comparisons should not be taken as the only criteria, but the following samples do indicate the problems confronting U.S. manufacturers. In the compact sedan series, a Czech model is offered at $1,470, a West German model at about $2,000, and a U.S.-built model at $3,640.

An International Harvester agency, just opened in Tripoli in modern facilities modeled after U.S. standards of the company, has brought its Scout vehicle into competition with the entrenched British Landrover. Another familiar American product, Coca Cola, was being introduced with appropriate publicity during my visit.

Benghazi, much smaller though co-capital, with Tripoli, of Libya, is enjoying a boom atmosphere based on a rapidly developing oil industry. Major oil companies maintain offices in the two coastal cities, 400 miles apart. The most important oil discoveries to date have been nearer to Benghazi.

MAJESTIC AT DUSK: Every oil well is an outpost of a key industry in Libya's booming economy. Well B-12, in Concession 32, is a joint enterprise of Continental, Amerada and Ohio petroleum firms.

Port overtaxed

Offloading and berthing facilities in Benghazi's port are inadequate for its current volume of shipping, but new facilities now under construction will alleviate this situation. Other signs of the economic boom are the brisk construction activity amidst a housing shortage, and the keen competition to acquire foreign agency representation.

One Benghazi firm had recently acquired the agency for a well-known U.S. automobile and was displaying its first vehicle, a compact convertible. The firm was banking on a favorable competitive position, since its supply source would be the manufacturer's assembly line on the nearby Mediterranean island, Malta. Price comparison showed this optimism to be unfounded. The U.S.-made convertible was priced at $3,953.60, while a bigger and more luxurious West German sedan is offered at $3,346. (Libyan retail price controls forbid adding more than 15% profit to the imported price.)

LIBYA

Population: 1.2 million (mid-1961)
Total imports: $169.1 million (1960)
from U.S.: $35.2 million (20.8%)
Total exports: $8.7 million (1960)
to U.S.: $20.4 thousand (0.2%)

Substantial construction is under way in Beida, 125 miles east of Benghazi and proposed as Libya's new capital. Although at least one Government agency is now established in Beida, many people doubt that the capital will actually be moved there. In any event, a new hotel is going up along with a variety of residential housing, much of it by speculators. An American Embassy office with a skeleton staff is maintained in Beida.

The author

gathered material for market studies of the countries discussed here during an extended trip last winter and early spring. This article is based on his travel report

Sudan growth

Although under military government for the past 3½ years, Sudan is recognized as a stable and progressive African country and its industrialization and economic growth should be a good omen. U.S. suppliers are most competitive in areas which Sudan is striving to develop. Nevertheless, America is getting only a negligible share of the market, in contrast with European competitors.

U.S. exports have increased almost fivefold from $3 to $14.2 million annually since 1959—but practically all of this increase resulted from American economic and technical assistance through the Agency for International Development (AID), not from private endeavor.

As the largest independent African country with an area of about 1 million square miles, Sudan has vast acreage of unused arable land. In fact, more than the present population could till without mechanization of agriculture or an increased labor force.

Industrialization geared to processing Sudan's agricultural products is a basic economic policy of the Government. Plants manufacturing consumer goods are also being encouraged and protected as a means of reducing Sudan's dependence on such imports.

Textiles are receiving top priority. The Sudan-American Textile Mill was in the final stages of construction and pilot testing during my visit. Annual capacity of this major plant is estimated at 75 million yards of unbleached cotton cloth, enough to supply about 70% of domestic consumption. The mill represents a $20 million investment, financed on a 50-50 basis by the owner, a U.S. citizen, and the Development Loan Fund. Three more textile mills have been authorized and one is under construction.

Sugar

A Government-owned sugar refinery, built by a West German consortium that also provided the credits, is preparing to go into operation as the first domestic private enterprise established by a Greek entrepreneur under the act to encourage investment in industry. It manufactures —not assembles—refrigerators under a Kelvinator franchise, and also makes air conditioners, water coolers and steam cabinets. Present production of about 2,000 refrigerators could be stepped up to 10,000 with present equipment if the market warranted. To guarantee the market for this local industry, refrigerator imports are restricted. The consumer is not forced to take an inferior product, for the local commodity is high in quality and reasonably priced with features designed for local conditions.

Industries such as the Coldair Co. have placed orders for machinery and establishment of its kind in a country which has ranked sugar among its top 10 imports. With a second sugar refinery planned, sugar imports will decline.

Other important industries already in production or under construction include: shoes, a Government tannery reputed to be Africa's largest, flour, cement, candy, paint, glass, distillery, household refrigerators and air cooling equipment.

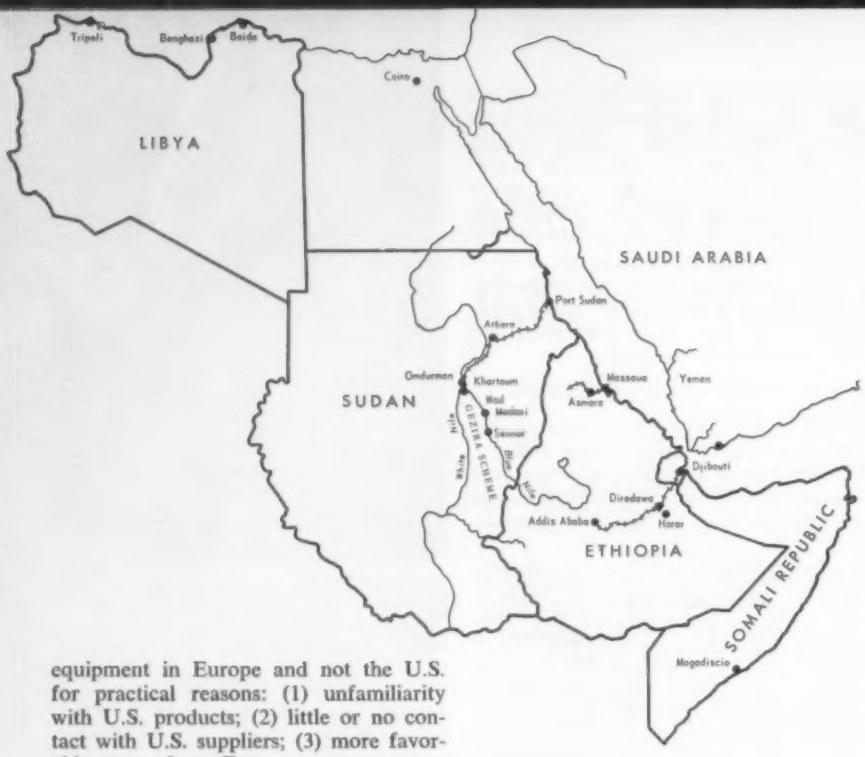
The Coldair Manufacturing Co. is a

SUDAN

Population: 12 million (estimated)
Total imports: $234 million (approx.)
from U.S.: $14.4 million
Total exports: $178.5 million (approx.)
to U.S.: $4.9 million

GUM ARABIC: Worker harvests gum in Sudan, supplier of 85% of the world's need. U.S., largest customer, in 1960 absorbed $4.1 million worth of Sudan's $20 million crop.

AFRICA HALL: An ultramodern landmark in an ancient city, the Economic Commission for Africa was established in 1959 in Addis Ababa. The buildings were donated by the Ethiopian Government to provide an appropriate home for youngest of 4 United Nations regional development commissions.



equipment in Europe and not the U.S. for practical reasons: (1) unfamiliarity with U.S. products; (2) little or no contact with U.S. suppliers; (3) more favorable terms from European sources.

The West Germans have shown that concentrated trade promotion can be effective. In the past 7 years Germany has moved from 11th to 2nd position in exports to Sudan.

Major European trading countries, in addition to promotion work by commercial officers, are conducting extensive indoctrination programs. Sudanese businessmen, engineers and Government procurement officers go to Europe and study all facets of industry at the host country's expense. This has been so effective that key procurement agencies have become known as "buy German" (or equivalent labels, depending on where the training took place) in attitude. A prominent Sudanese businessman, who has studied in England and America, stated that few Sudanese engineers have a practical understanding of U.S. standards and consequently specify familiar European products.

SOMALI REPUBLIC

Population: 2 million (estimate)
Total imports: $18.4 million (1960)
from U.S.: $1.1 million (1961)
Total exports: $16.5 million (1960)
to U.S.: $436 thousand (1961)

Strategic Port Sudan—without which economic development of the country would founder—is chronically overburdened, and Sudan's railroad system—only land link with the interior—is unable to cope with freight movements. It frequently takes 6 months or even a year from inception of orders to delivery of goods.

These extended delivery periods often determine where the Sudanese merchant places his orders. Most importers, with limited working capital, are loath to tie it up in letter-of-credit contracts with U.S. suppliers who insist on such terms. Orders are placed with European suppliers who routinely give cash against documents or, for large orders or expensive industrial machinery, credit terms.

The Gezira Scheme, in a cotton-growing region of almost 2 million acres, is considered a model of wise agricultural land utilization. It is also a significant sociological experiment in Government-tenant farmer cooperation. Tenants receive 42% of the revenue. All land is compulsorily rented by the Government from landowners, who must actually farm their tenancy to share in the revenue. Gezira Scheme tenants enjoy a higher standard of living than their fellow Sudanese. This group is said to be economically better off than farmers in Egypt and other adjacent countries with similar climate and geography.

The size of the Gezira Scheme can only be appreciated by driving through it. Barakat, Sudan Gezira Board headquarters, is 120 miles south of Khartoum on the Blue Nile. The southern boundary of the Scheme is 80 miles south of Wad Medani at the Sennar Dam, source of irrigation water for the cotton, durra, and other crops. There are no roads, only desert tracks. Driving is difficult and subject to frequent breakdowns.

Cotton harvesting and ginning, when at a peak with all facilities operating 24-hour shifts, are in a losing battle to keep up with dramatically increasing raw cotton production. This year's crop is expected to exceed 1 million bales, compared to 600,000 last year. Two new ginneries are under construction by British contractors. Hydroelectrification of the Sennar Dam is being undertaken by West German contractors. A major dam under construction at Roseires will irrigate extensive new lands, with financing supplied by the World Bank and West Germany.

These and other economic developments point to business opportunities worthy of serious study by U.S. firms. If they simply assign the Sudanese market to European subsidiaries and write it off for direct U.S. exports, a great potential may be overlooked.

UN experiment

The Somali Republic—among the African countries least known to the American businessman—represents a unique United Nations experiment. Formed of 2 colonial territories separately administered by Great Britain and Italy, Somalia's economy and laws had to be synthesized from a maze of conflicting or disparate elements. Neither territory was economically viable at independence, the economies were not complementary, and laws, taxation, monetary conditions and fiscal systems were vastly different.

Before independence in mid-1960, licensing and exchange controls almost completely excluded U.S. goods.

Since independence the Somali Government has been preoccupied with integrating the two economies and seeking international aid in meeting a chronic budgetary deficit and foreign trade imbalance.

Apart from procurement under the aid program, immediate prospects for increasing the approximately $1.3 million volume of U.S. exports to the Somali Republic are not encouraging. Restrictions remain on U.S. exports, although not as rigidly as under the Italian regime. Somalia, with limited foreign exchange reserves—particularly dollars—feels justified in retaining exchange controls.

WHITE AND BLUE NILES: Offering abundance of excellent fresh water fish, especially perch often weighing several hundred pounds, the Nile also bestows its bounty on farmers who traditionally use the device known as the Shadouf for lifting river water. Sudan, by contrast, has vast Gezira canal system.

Conditions do not favor foreign investment now. Industrial power is inadequate and expensive. Skilled labor is lacking. Transportation will be somewhat improved by construction of a new port at Chisimaro, in the banana-growing region, to be financed by a U.S. grant.

Diversified Ethiopia

Ethiopia is a widely diversified country with numerous regional marketing centers. This results primarily from a mountainous geography which inhibits movement and a favorable agricultural climate in the plateau country. Thus, people have not concentrated near sources of water as in Sudan and Somalia.

While Addis Ababa, the capital, is certainly the most important commercial center, it is far from representative. The city is a study in contrasts. It is the site of the United Nations Economic Commission for Africa, housed in ultramodern buildings donated by the Ethiopian Government. Nearby, on a major thoroughfare set aside for Government buildings, are several fenced-in compounds with imposing gates—the initial construction efforts on structures never completed for lack of funds.

The city is a classic example of a traditional cultural pattern overlaid with modern ornamentation. Less than adequate sanitation creates health problems. Municipal water sources are not considered safe for consumption. Yet the city boasts such modern facilities as a new sports stadium and jet-age airport.

U.S.-Ethiopia exports have a long history, but their volume has been less than might be desired. Ethiopia's 1961 exports to the U.S. totaled about $30 million, as against $8 million from the U.S. to Ethiopia, which utilizes the favorable balance to accumulate dollar reserves for payment of third-country purchases.

In spite of the well-known obstacles of protracted negotiations and indecisiveness, U.S. businessmen trading with Ethiopia can find evidence of latent Ethiopian interest in American products. Within a few months after the Commercial Library was moved last November from the Embassy to the downtown building of the U.S. Information Service, library visitors rose to about 2,800 from the mere dozen who had come during the previous half-year.

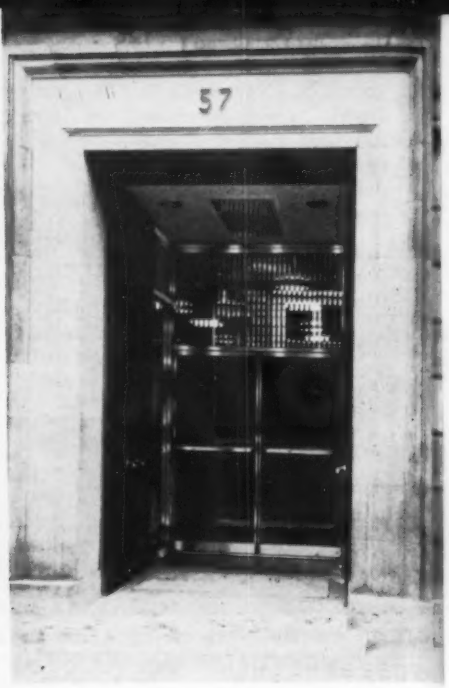
One misconception is that U.S. products are not competitive with Japanese on the basis of terms of trade. Direct examination of invoices made available by Ethiopian importers indicated that Japanese firms are now requiring irrevocable letters of credit and substantial minimum orders. Thus Japan cannot be held out as an example of easy terms.

ETHIOPIA

Population: 20 million (estimated)
Total imports: $91.4 million (Sept. 1960-Sept. 1961)
from U.S. $7.8 million (Sept. 1960-Sept. 1961)
Total exports: $73.7 million (Sept. 1960-Sept. 1961)
to U.S.: $29.4 million (Sept. 1960-Sept. 1961)

Conversations with Addis Ababa businessmen were particularly revealing regarding Soviet Bloc trade practices. An electrical supply dealer illustrated the pressures exerted by a commercial officer of the Czechoslovakian Embassy to sell him light bulbs. The initial quoted price was 25% less than high quality European brands traditionally purchased by the firm. When this did not attract the firm away from its sources of supply, the price was dropped immediately another 12%. The firm was also offered exclusive representation of the brand name in Ethiopia. Finally, after being asked to "name your own price," the firm reluctantly agreed to a large order. Only after delivery did the firm learn that other suppliers had also been given exclusive agencies for the Czechoslovakian light bulbs. The same bulbs were sold under different brand names to each supplier. Consequently, the market was glutted and even at the absurdly low political price the dealer in question expects to lose money on his transaction. While this particular firm will be dubious of future dealings with the Soviet Bloc, the owner is not optimistic about U.S. firms filling the vacuum. One well-known U.S. electrical manufacturing firm ignored 2 registered letters requesting price quotations.

Trips were also made to Wonji, Diredawa, Harar, Asmara and Massawa, Ethiopia, as well as Djibouti, French Somaliland. Projects that are now generating imports from the U.S., or that offer a potential market in the immediate future, were visited. These include airport construction, expansion of textile manufacturing facilities, sugar refining, silo construction and highway construction.



OPENING NEW DOORS: Pre-testing a pair of stainless steel doors at the Schacht factory in New York. Upper right—Entrance to the Department of Commerce's London Trade Center, showing doors by Schacht.

Doors open in U.K.

To the principals of Schacht Associates, Inc., a relatively small New York firm specializing in the fabrication of stainless steel doors and frames in this country for over a quarter of a century, the invitation by a Swiss manufacturer to introduce their products in that country sounded promising. The founder of the company, L. L. Schacht and his architect son, Carroll, accepted the proposal.

That was late in 1960. After spending some time there in consultation, exploration and sundry petty embroilments, the Schachts realized that the deal wouldn't hold up. (Certain conclusions had been reached regarding equal financial investment in a joint venture. Just before contract time the Schachts discovered that they were required to carry most of the financial load.)

In the meantime they encountered a young American engineer working in Switzerland, Joseph Lapadulla, who ap-

preciated their product to the extent of throwing in his lot with them in exploring a much more likely place—England.

Settled in a London hotel, the party began what might be termed a door-to-door campaign to ascertain the quality and types of British-made doors. Among the many surprises that awaited them they found that, while England has an impressive stainless steel capacity, the country had never applied this metal to door uses as standard stock equipment, whereas the few that existed were custom-built and extremely expensive. And when the Schachts displayed their line of samples, techniques and price range, the response was more than gratifying. In fact it was at purchase pitch.

How to capitalize on this revelation?

L. L. Schacht began by giving Lapadulla a short but intensive course in sales engineering and pricing systems employed in the firm's normal method of doing business, and left him in charge—promising prompt and thorough support through Carroll Schacht's office in New York.

The Schachts then authorized the establishment of formal branch sales in the form of a minimum capitalized £100 subsidiary company, with Lapadulla as Resident Managing Director.

Used mailing list

The sustained interest called for sustained follow-through, and the Schachts began distributing American-produced catalogues and company literature throughout England. Their chief aim at this point was to set up a first typical installation.

Mistakes were bound to be made along the way, the Schachts admit,—and among the first was the realization that their mailing lists were far too comprehensive. Trial and error proved to them that the more selective the prospects, the more rewarding the return.

"Circulars, catalogues and ads pulled remarkably well," reported Schacht, a veteran at creating his own advertising material. "After applying the selective method, we found we were receiving from between 10 to 15% inquiries; and best of all—getting 25% of all bid quotations." In applying the selective method the Schachts confined their mailings to top-ranking architects only, and all located in the London area. Secondary and lesser known firms were left for later considerations. Schacht adds, "You know, it's one thing to successfully introduce a product in an under-developed country—but it's quite another to generate excitement for a technical creation in a country as technologically advanced as England."

Breakthrough suggestions:

1) Go out and sell.
2) Do not engage in joint ventures. It's a waste of time and money.
3) Set up representational installations. Free if necessary.
4) Get to the ultimate customer—not an intermediary.
5) Avoid all flag-waving or national boasting. And no apologies. Just go about your business rapidly and efficiently.
6) Don't play yourself up too big—nor play down as too small.
7) Do not start a venture on a lavish scale. Play it conservatively, even cautiously at first.
8) Visit and consult with your embassies, commercial attaches, American banking personnel.
9) Maintain absolute confidence in your foreign office directorship—and see to it that they return that confidence through methodical, comprehensive reporting to the Home Office.
10) Go out and sell.

—Schacht Associates

Only human, they erred again—this time on the really human side. They found that the woods everywhere, at home or abroad, are still full of fortune hunters, pet project fanciers, joint-venture schemers, franchise manipulators, etc. It cost the Schachts muct time and effort to shake free of these and many other involvements. One case in point concerned the proposition made by a manufacturer of similar type products (but not stainless steel) to act as Schacht's representative. Extensive negotiations and investigations confirmed Schacht's fears that the proponents of this alliance would end up with a conflict of interests. They noted the lesson in this—that one's own carefully staffed organization, no matter how small, is far superior to agency representation.

With Mr. Lapadulla managing the London survey, the Schachts, in this country, began studying the ideas they had picked up abroad—not a few of them for combining English and American concepts in design towards marketing in both countries while manufacturing in the U.S.A.

Contacted Commerce Dept.

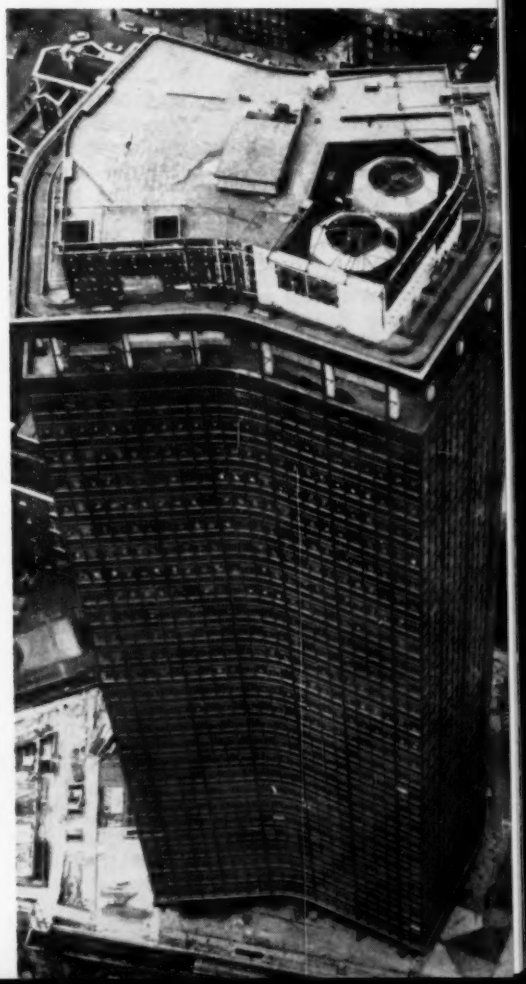
They contacted the Department of Commerce for information regarding import and export regulations. It was during this phase—towards the Spring of 1961—that they learned of the Department's plans for establishing a permanent trade center in London.

The information added impetus to the Schacht endeavors, and out of this grew a most significant idea. They would donate all the stainless steel doors, in fact the entire facade to this project.

Discussions with Washington followed in rapid succession. The offer was accepted—and six weeks after arrangements had been cleared, the Schachts had shipped all units to London—manufactured to specifications in record time. The stainless steel facade and doors are there now, enhancing the exhibit hall at the former MGM office building in St. James' Street.

When the Trade Center was officially opened—in June 1961—the Schachts had their first installation on exhibit. This was not only an outstanding entranceway—it also marked the threshold of their start abroad. They now began placing advertisements in the Architectural Review, advising architects of the exhibit, and

LONDON SKYSCRAPER: Vicers House, tallest (34 floors) in London, uses 22 American-made stainless steel doors sold by Schacht Associates in the U.S.



thereby swelling the responses brought about through their earlier mailings.

Exhibits abroad

Now the firm really began to move about in the mainstream of British building construction life—participating in their first commercial exhibit, the Hotel Reconstruction Exposition. Response proved amazingly enthusiastic. Exhibits abroad, incidentally, contrast sharply with American methods in that foreign participating costs are considerably lower, they found.

With orders now following in rapid succession, the Schachts, still keying their expenditures to a low budget, rented temporary quarters in Kingsway Street. But even these soon proved inadequate. Two months later they moved into their permanent and present quarters at 40-42 Norfolk Street, London, W.C. 2—in the heart of the architectural district.

"We learned much, but perhaps we also taught them something," reveals the younger Schacht. "At first our business luncheons were leisurely affairs—the normal English business luncheon runs about 2 to 3 hours—but by the time we were ready to leave the country we had taught them to have hamburgers in our office or on the run—and still carry on with business."

Among interesting observations noted by the Schachts was that while stainless steel stock is abundantly produced in England, there was no known record of a foreign manufacturer selling stainless steel doors and frames on a sustained basis through American assembly line or conveyorized production methods.

A further point of important interest was in the fact that while the British door and frame industry is highly skilled and developed, and labor one third of New York rates, the Schacht Associates' quotations (according to unsolicited statements by top architectural firms) were considered to be about 40% lower than British quotations. Nor did these British products possess the heavy gauge specifications and other special features which are incorporated in the Schacht doors and frames.

First sales

The first choice commissions that fell their way, coinciding with the opening of the London Trade Center, came from a large shoe chain, a commercial shop, and two large projects from two top architectural firms. Eleven others soon followed.

BLUE PRINT FOR DOORS: L. L. Schacht, (left) president of Schacht Associates, Inc., of New York, reviews a set of specifications for stainless steel doors which the company manufactures, with a plant foreman. How the firm broke into the English market is the subject of an accompanying article in this issue.

Common Market begins first measures under common agricultural accord

Agreement on a uniform farm policy marked second historic point in process of integration for the 6 European Market nations

On August 1, 1962, the first regulations of the Common Agricultural Policy (CAP) of the European Economic Community (EEC) entered into effect for grains, pigmeat, eggs, poultry, and fruits and vegetables.

Agreement on a CAP in January 1962, ushered in the second of 3 transitional stages of the EEC and marked a historic point in the developing integration of the 6 member countries of the Common Market.

By the end of a 7½ year transition period, the CAP will result in a single program valid in all member states.

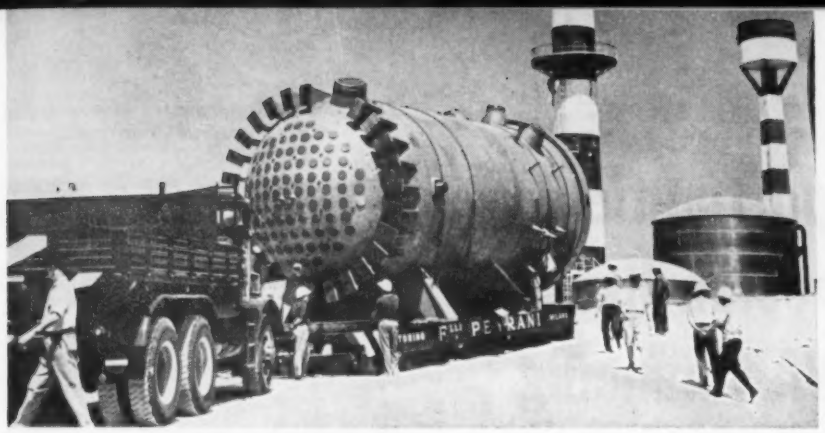
For trade in grains, pigmeat, eggs and poultry, a system of minimum prices and variable levies supersedes all former quantitative restrictions, mixing regulations and tariffs applicable in the individual member states.

Initially the minimum prices and variable levies will vary in each of the 6 countries, but as internal prices are progressively aligned throughout the transition period, the variable levies will eventually be eliminated for intra-EEC trade. A variable levy based on uniform EEC prices will be retained for EEC imports from third countries.

The CAP for fruits and vegetables involves a system of quality controls (common quality, sizing and packaging standards) and a common external tariff for third countries, as well as a provisional system of measures which may be instituted if EEC markets are disturbed. For certain fruits some standards have already been determined, and standard controls on these items went into effect on August 1, 1962.

Import duties on EEC intra-trade in fruits and vegetables will be progressively abolished. Quantitative restrictions on intra-trade will also end according to the time table for putting the common quality standards into effect.

Regulations affecting other agricultural products are currently being worked out. Details and dates of their implementation as well as further information on regulations for the above products will be announced in INTERNATIONAL COMMERCE.



NUCLEAR POWER STATION IN ITALY: A 150-ton pressure vessel is delivered to Italy's Garigliano Nuclear Power station 35 miles north of Naples. The vessel will contain more than 50 tons of Uranium fuel and is the nuclear "furnace" of the electricity producing system. General Electric's Atomic Power Equipment Department in San Jose, Calif., is supplying the system with provisions for possible later increase.

Mailing procedures given for shipping goods overseas

Many new exporters are unaware of regulations; Postal manual, Commerce Field Offices can help

Here are some general mailing rules for new exporters making their first shipments overseas:

Validated export license—show the validated export license number on the package wrapper and submit your license to the Postal Receiving Clerk.

General license—show the appropriate general license symbol and the phrase "Export License Not Required" on the package wrapper if a validated license is not required. In placing a general license symbol on the package wrapper, you certify that you have determined that a validated license is not required and that the contents of the parcel comply with the conditions of the general license indicated.

No marking is required on wrappers of packages containing printed matter and technical data eligible to be mailed under general licenses.

Shipper's export declaration—present an export declaration for any shipment made under a validated export license and for each commercial mail shipment of a commodity made under a general license from one business concern to another when the value is $50 or more.

Partial shipments—if you make a partial mail shipment against a validated export license, deposit the license with a Collector of Customs and ask him to authenticate an extra copy of the Shipper's Export Declaration. Surrender this copy at the post office in lieu of the license. If a license is presented at the post office, the receiving clerk is required to retain the license and forward it to the Department of Commerce, regardless of whether the entire licensed quantity is shipped.

Canadian shipments—export licenses are not required for shipments to Canada for consumption in Canada. Therefore, the above provisions do not apply to such shipments. However, Census Bureau and export control regulations require an export declaration for each commercial mail shipment to Canada from one business concern to another when the value is $50 or more.

Exporters using the mails are under the same obligation to comply with export control regulations as those shipping by other means. Customs inspection at international dispatching offices of the Post Office Department is a regular part of the export control enforcement program.

Therefore, shippers who violate the regulations may have their parcels seized by Customs officials or returned, causing substantial delay in delivery as well as additional expense and inconvenience. Such shippers are also subject to penalties for non-compliance with the regulations issued pursuant to the Export Control Act of 1949 as amended.

Mailers may learn whether a shipment requires a validated export license, or obtain other information concerning export control regulations, from the nearest Department of Commerce Field Office or from the Office of Export Control, Bureau of International Programs, Department of Commerce, Washington 25, D.C.

Chicago firm gets 2-year extension of Indian contract

AID funds will send 6 technicians to increase industrial output

George Fry and Associates, a Chicago management consultant firm, has been awarded a $380,000 2-year extension on an assistance contract for increasing and improving India's rate of industrial development, the Agency for International Development (AID) recently announced.

The program is part of American overseas technical assistance administered by AID.

Fry and Associates will furnish 6 technicians to advise and assist the Government of India's National Productivity Council in improving industrial techniques and processes. The program covers the broad range of India's developing industry in both private and public fields. Its primary purpose is to increase production through the effective use of existing resources of men, machinery, and materials.

The technicians who will work in India include a management organization advisor; 2 industrial plant mechanical supervisors; a marketing, sales and distribution advisor; an industrial design advisor, and a human relations and personnel management specialist.

Terms of U.S. foreign assistance agreements provide that American businesses or institutions have an opportunity to receive service and supply contracts involving the foreign country. In this way approximately two-thirds of the money spent to finance U.S. aid overseas is sent back into the American economy.

Eighty trade opportunities on special Indonesian list; screened for SIVA financing

Special canvass made of Indonesian importers in effort to open new business for U.S. exporters under new regulation now in effect

An exceptional list of trade opportunities existing in Indonesia has been obtained by Commerce officials by means of a special canvass of Indonesian importers. The action was taken as the result of new trade regulations announced in that country which are expected to open new and additional business for U.S. exporters.

The financing of a wide range of imports on an approved list is facilitated by the regulation announced first in the June 11 issue, page 1075, of FOREIGN COMMERCE WEEKLY. Under this regulation the Foreign Exchange Fund will issue "SIVA's," a permit to use 15% of foreign currency earnings from all exports except petroleum, representing the f.o.b. value of the contract.

The SIVA's (abbreviation for "Surat Izin Valuta Asing"—Foreign Currency Permit) may be used to finance numerous imports on a recently approved list and will be issued against proceeds from export contracts signed since February 20, 1962.

Exporters can use SIVA permits for their own imports or they can sell them through foreign exchange banks in Indonesia to the highest bidder.

The effect of the SIVA system is that Indonesian importers can now bid against each other in their own currency for a limited amount of foreign exchange to finance their purchases of a broad range of goods.

Items listed below have all been approved for import under the SIVA system.

Export Opportunities

331 Steel Mill Products

Iron sheets, bars, pipes, wire; miscellaneous steel products for construction. P.T. Aseram (importer), 142 Kramat Raya, Djakarta. WTD 6/23/61.

342 Cutlery, Handtools, General Hardware

Handtools for woodworking, metalworking; builders' hardware. P.T. Aseram (importer), 142 Kramat Raya, Djakarta. WTD 6/23/61.

354 Metalworking Machinery, Equipment

Soldering, gas welding equipment. P.T. Aseram (importer), 142 Kramat Raya, Djakarta. WTD 6/23/61.

Soldering, gas welding equipment. P.T. Konstruktor (importing distributor), 29 Gunung Sahari, Djakarta. WTD 3/9/60.

362 Electrical Industrial Apparatus

Welding equipment. P.T. Konstruktor (importing distributor), 29 Gunung Sahari, Djakarta. WTD 3/9/60.

Welding equipment; electric motors, pumps. P.T. Aseram (importer), 142 Kramat Raya, Djakarta. WTD 6/23/61.

386 Photographic Equipment, Supplies

Photographic chemicals. P.T. Konstruktor (importing distributor), 29 Gunung Sahari, Djakarta. WTD 3/9/60.

Agency Opportunities

200 Food

Provisions, liquors. P.T. Dunia Trust (importer, exporter, wholesaler, commission merchant), 9A Djalan Asemka, Djakarta. WTD 4/18/61.

Provisions, liquors. P.T. Gatotkatja & Co., Ltd. (importer, exporter, wholesaler), 13 Djalan Petjenongan, Djakarta. WTD 10/17/57.

Provisions, liquors. Gemilang Industrial & Commercial, Ltd. (importer, exporter, wholesaler, commission merchant, sales agent), 14 Djalan Kopi, Djakarta. WTD 7/20/61.

Provisions, liquors. P. T. Robinson (importing distributor, retailer), 115 Pasar Baru, Djakarta. WTD 9/11/61.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Toilet preparations such as perfumes, soap, toothpaste, face powder. P. T. Robinson (importing distributor, retailer), 115 Pasar Baru, Djakarta. WTD 9/11/61.

Cosmetics, toilet preparations such as perfumes, soap, face powder. Nitra, P. T. Apotheek dan Perdagangan (importing distributor, retailer), 100 Djalan Gunung Sahari, Djakarta. WTD 2/12/62.

Cosmetics, toilet preparations such as perfumes, soap, toothpaste, face powder. P. T. Manlukat (importing distributor), Pintu Besar Utara 10, Djakarta. WTD 12/9/55.

Cosmetics, toilet preparations such as perfumes, soap, toothpaste, face powder. Triguna Trading Co., Ltd., P.T. (importing distributor, commission merchant), 8 Djalan Taman Tjampaka, Bandung. WTD 11/2/60.

Toilet preparations such as perfumes, soap, toothpaste, face powder. Tulus Redjo, P.T. (commission merchant), 23 Kali Besar Barat, Djakarta. WTD 8/10/60.

Cosmetics, toilet preparations such as perfumes, soap, toothpaste, face powder. P. T. Dunia Trust (importer, exporter, wholesaler, commission merchant), 9A Djalan Asemka, Djakarta. WTD 4/18/61.

Cosmetics, toilet preparations such as perfumes, soap, toothpaste, face powder. Firma Kemenangan (importing distributor), 75 Gunung Sahari, Djakarta. WTD 6/29/61.

285 Paints, Varnishes, Lacquers, Enamels

Oil paint. Firma Harco (importer, exporter, sales agent), Kali Besar Timur 12, Djakarta. WTD 7/12/61.

Oil paint. Gemilang Industrial & Commercial, Ltd. (importer, exporter, wholesaler, commission merchant, sales agent), 14 Djalan Kopi, Djakarta. WTD 7/20/61.

Water, oil paint. P. T. Mamlukat (importing distributor), Pintu Besar Utara 10, Djakarta. WTD 12/9/55.

289 Miscellaneous Chemicals

Ink. P. T. Dunia Trust (importer, exporter, wholesaler, commission merchant), 9A Djalan Asemka, Djakarta. WTD 4/18/61.

Ink. Firma Kemenangan (importing distributor), 75 Gunung Sahari, Djakarta. WTD. 6/29/61.

320 Stone, Clay, Glass Products

Plate glass, mirrors, glass products. Fox Co., Ltd. (sales, indent agent), 8 Djalan Kesehatan, Djakarta. WTD 8/25/59.

Plate glass, mirrors, glass products. Gemilang Industrial & Commercial, Ltd. (importer, exporter, wholesaler, commission merchant, sales agent), 14 Djalan Kopi, Djakarta. WTD 7/20/61.

331 Steel Mill Products

Iron sheets, bars, pipes, wire, nails, screws; miscellaneous steel construction products. Fox Co., Ltd. (sales, indent agent), 8 Djalan Kesehatan, Djakarta. WTD 8/25/59.

Miscellaneous steel construction products. Djuara, Ltd. (importer), 18-B Djalan Nusantara, Djakarta. WTD 2/23/61.

Iron sheets, bars, pipes, wire; miscellaneous steel construction products; nails, screws. Teknik Umum, N.V. (importer, commission merchant), 86 Djalan K.H.A. Wahid Hasim, Djakarta. WTD 2/7/61.

Iron sheets, bars, pipes, wire; miscellaneous steel construction products; wire fenc-

ing, screening. P. T. Sri Bina (commission merchant), 137 Djalan Raya Senen, Djakarta. WTD 8/21/58.

Iron sheets, bars, pipes, wire; miscellaneous steel construction products; nails, screws. C. V. Sadame (importing distributor), 38A Hajam Wuruk, Djakarta. WTD 10/30/56.

Iron sheets, bars, pipes, wire; miscellaneous steel construction products. Indonesia Enamel Factory, Ltd. (manufacturer), 14 Djalan Pinangsia, Djakarta. WTD 10/26/61.

335 Rolling, Drawing, Extruding Nonferrous Metals

Zinc, nickel-plated sheets, wire; copper wire. Fox Co., Ltd. (sales, indent agent), 8 Djalan Kesehatan, Djakarta. WTD 8/25/59.

Copper wire. Teknik Umum, N.V. (importer, commission merchant), 86 Djalan K.H.A. Wahid Hasim, Djakarta. WTD 2/7/61.

Copper wire. C. V. Sadame (importing distributor), 38A Hajam Wuruk, Djakarta. WTD 10/30/56.

342 Cutlery, Handtools, General Hardware

Handtools for woodworking, metalworking. Fox Co., Ltd. (sales, indent agent), 8 Djalan Kesehatan, Djakarta. WTD 8/25/59.

Builders' hardware. Teknik Umum, N.V. (importer, commission merchant), 86 Djalan K.H.A. Wahid Hasim, Djakarta. WTD 2/7/61.

Handtools for woodworking, metalworking; builders' hardware. Societa Commissionaria di Esportazione e di Importazione (commission merchant), 21/23 Djalan Roa Malaka, Djakarta. WTD 10/26/54.

Handtools for woodworking, metalworking. N.V. Handel Mij. Chin Leong & Co. (importer), 45 Djalan Hajam Wuruk, Djakarta. WTD 10/5/56.

Builders' hardware. P. T. Sri Bina (commission merchant), 137 Djalan Raya Senen, Djakarta. WTD 8/21/58.

Handtools for woodworking, metalworking. Lakuna Perusahaan Industri & Dagang (importing distributor), 16 Djalan Djembatan Merah, Djakarta. WTD 4/20/60.

Handtools for woodworking, metalworking. Indonesia Enamel Factory, Ltd. (manufacturer), 14 Djalan Pinangsia, Djakarta. WTD 10/26/61.

343 Heating Apparatus, Plumbing Fixtures

Bathroom equipment. Fox Co., Ltd. (sales, indent agent), 8 Djalan Kesehatan, Djakarta. WTD 8/25/59.

Bathroom equipment. Gemilang Industrial & Commercial, Ltd. (importer, exporter, wholesaler, commission merchant, sales agent), 14 Djalan Kopi, Djakarta. WTD 7/20/61.

351 Engines, Turbines

Marine engines. Soedarpo Corp., N.V. Perusahaan Dagang (manufacturer's agent, commission merchant), 22 Djalan Segara I, Djakarta. WTD 9/5/57.

Marine engines. Haesal Co. (importer, manufacturer's agent), 27 Djalan Kebon Sirih, Djakarta. WTD 5/25/61.

354 Metalworking Machinery, Equipment

Soldering, gas welding equipment. Djuara, Ltd. (importer), 18-B Djalan Nusantara, Djakarta. WTD 2/23/61.

Soldering, gas welding equipment. Soedarpo Corp., N.V. Perusahaan Dagang (manufacturer's agent, commission merchant), 22 Djalan Segara I, Djakarta. WTD 9/5/57.

Soldering, gas welding equipment. Haesal Co. (importer, manufacturer's agent), 27 Djalan Kebon Sirih, Djakarta. WTD 5/25/61.

Soldering, gas welding equipment. P. D. N. Tulus Bhakti (ex. Juda Electro) (importing distributor), 27 Djalan Menteng Raya, Djakarta. WTD 9/28/55.

Soldering, gas welding equipment. P.T./P.D. Java Motors Import Corp., N.V. (Java Motors N.V.) (importing distributor), 17 Kramat Raya, Djakarta. WTD 10/5/56.

362 Electrical Industrial Apparatus

Electric motors, pumps. N. V. Handel Mij./Chin Leong & Co. (importer), 45 Djalan Hajam Wurunk, Djakarta. WTD 10/5/56.

Welding equipment. Djuara, Ltd. (importer), 18-B Djalan Nusantara, Djakarta. WTD 2/23/61.

Electric motors, pumps. Fox Co., Ltd. (sales, indent agent), 8 Djalan Kesehatan, Djakarta. WTD 8/25/59.

Welding equipment. P.D.N. Tulus Bhakti (ex. Judo Electro) (importing distributor), 27 Djalan Menteng Raya, Djakarta. WTD 9/28/55.

Electric motors, pumps. Soedarpo Corp., N.V. Perusahaan Dagang (manufacturer's agent, commission merchant), 22 Djalan Segara I, Djakarta. WTD 9/5/57.

Electric motors, pumps. Teknik Umum, N.V. (importer, commission merchant), 86 Djalan K.H.A. Wahid Hasim, Djakarta. WTD 2/7/61.

Welding equipment. Soedarpo Corp., N.V. Perusahaan Dagang (manufacturer's agent, commission merchant), 22 Djalan Segara I, Djakarta. WTD 9/5/57.

Electric motors, pumps. Societa Commissionaria di Esportazione e di Importazione (commission merchant), 21/23 Djalan Roa Malaka, Djakarta. WTD 10/26/54.

Electric motors, pumps; welding equipment. Haesal Co. (importer, manufacturer's agent), 27 Djalan Kebon Sirih, Djakarta. WTD. 5/25/61.

Welding equipment. P.T.P.D. Java Motors Import Corp., N.V. (Java Motors N.V.) (importing distributor), 17 Kramat Raya, Djakarta. WTD 10/5/56.

Electric motors, pumps. Indonesia Enamel Factory, Ltd. (manufacturer), 14 Djalan Pinangsia, Djakarta. WTD 10/26/61.

369 Miscellaneous Electrical Machinery, Equipment, Supplies

Electrical equipment for automobiles. N.V. Handel Mij. Chin Leong & Co. (importer), 45 Djalan Hajam Wuruk, Djakarta. WDT 10/5/56.

Electrical equipment for automobiles. Fox Co., Ltd. (sales, indent agent), 8 Dajalan Kesehatan, Djakarta, Indonesia. WTD 8/25/59.

Electrical equipment for automobiles. Soedarpo Corp., N.V. Perusahaan Dagang. (manufacturers' agent, commission merchant), 22 Djalan Segara I, Djakarta, Indonesia. WTD 9/5/57.

Electrical equipment for automobiles. Societa Commissionaria di Esportazione e di Importazione (commission merchant), 21/23 Djalan Roa Malaka, Djakarta, Indonesia. WTD 10/26/54.

Electrical equipment for automobiles. P.T.P.D. Java Motors Import Corp., N.V. (Java Motors N.V.) (importing distributor), 17 Kramat Raya, Djakarta. WTD 10/5/56.

385 Ophthalmic Goods

Optical goods, including eyeglasses. P.T. Dunia Trust (importer, exporter, wholesaler, commission merchant), 9A Djalan Asemka, Djakarta. WTD 4/18/61.

Optical goods, including eyeglasses. P.T. Manlukat, (importing distributor), Pintu Besar Utara 10, Djakarta. WTD 12/9/55.

Optical goods, including eyeglasses. A. Kasoem (importing distributor, retailer), 21 Djalan Braga, Bandung. WTD 3/14/60.

386 Photographic Equipment, Supplies

Photographic chemicals. P.T. Dunia Trust (importer, exporter, wholesaler, commission merchant), 9A Djalan Asemka, Djakarta. WTD 4/18/61.

Photographic chemicals. Firma Kemenaagan (importing distributor), 75 Gunung Sahari, Djakarta. WTD 6/29/61.

387 Watches, Clocks, Clockwork Operated Devices, Parts

Watches, clocks. Tulus Redjo, P.T. (commission merchant), 23 Kali Besar Barat, Djakarta. WTD 8/10/60.

Watches, clocks. Triguna Trading Co., Ltd., P.T. (importing distributor, commission merchant), 8 Djalan Taman Tjampaka, Bandung. WTD 11/2/60.

394 Toys; Amusement, Sporting, Athletic Goods

Sporting goods. P.T. Gatotkatja & Co., Ltd. (importer, exporter, wholesaler), 13 Djalan Petjenongan, Djakarta. WTD 10/17/57.

Sporting goods. Triguna Trading Co., Ltd., P.T. (importing distributor, commission merchant), 8 Djalan Taman Tjampaka. WTD 11/2/60.

Toys. P.T. Robinson (importing distributor, retailer), 115 Pasar Baru, Djakarta. WTD 9/11/61.

395 Pens, Pencils, Other Office, Artists' Materials

Inked ribbons. P.T. Dunia Trust (importer, exporter, wholesaler, commission merchant), 9A Djalan Asemka, Djakarta. WTD 4/18/61.

396 Costume Jewelry, Novelties, Buttons, Miscellaneous Notions

Costume jewelry. B. M. Siauw (importing distributor, commission merchant), 1C Djalan Gresik, Djakarta. WTD 7/31/61.

AID awards Washington firm second African contract

Checchi and Company, a Washington economic consulting firm, has won a quarter-million dollar AID contract to provide consultation and advisory services to a development bank in Somalia, one of the emerging republics along Africa's east coast.

The same company was recently awarded a similar contract to aid Liberia's development corporation.

Many commodities wanted by India from the U.S.

Bids include metals, rubber, chemicals, steel, machinery

The Government of India has announced intention to procure, or facilitate procurement of, in the U.S. the following commodities:

Nonferrous metals, nonferrous metal compounds; fertilizers; steel; synthetic rubber; compressors; ball bearings, similar general purpose components; tire cord synthetic yarn; sulfur; rock phosphate; carbon black, acetylene black; pulp, including rayon grade pulp; dyes; cutting tools; small tools; abrasive grains, various types of machine tools for engineering industries; refractories, rolls for steel plants; lubricants; additives; aviation spirit; newsprint (white printing paper, excluding laid marked paper containing mechanical woodpulp, amounting to at least 70% of the fiber contents), rutile titanium dioxide, styrene monomer, phenol; cellulose acetate butyrate/cellulose propionate molding powder; borax, boric acid; penicillin (sterile, nonsterile in bulk), curde vitamin B12 intermediate; 4, 7 dichloroquinoline, P-nitroacetophenone; P-acetyl aminophenol, 16-alpha-methyl-delta- 1, 4, 9 (II)-pregnatrien-17-alpha-21-diel-3, 20, dione-24-acetate; 3, 11, 20, triketo 17 hydroxy-21-acetoxy-pregnane (E ix); 5-chloro-2, 4-disulfonanide aniline; chlorothiazide in bulk; benzathiazide in bulk; chloramphenicol in bulk; chlorpropamide in bulk; nialamide in bulk; M-aminophenol, acetazolamide in bulk; methyl isobutyl ketone; filteraid (superoel hyflo); acetyl sulfadiazine; diethyl carbamazine in bulk; streptolycin in bulk; tetracyclin, derivatives in bulk; triamcinolone in bulk; calcined petroleum coke; rayon grade caustic soda; alumina; industrial explosives; dehydrogenated rosin; fatty acids; extender oil; synthetic latex (dry rubber basis); phenyl B. napthalmine "Wingrey S," or equivalent, antioxidant for rubber; "Chlorex," or equivalent, dichler diethyl ether; storage, transport tanks for liquid oxygen, nitrogen; calculating, accounting machines; elevator components; antibiotics; staple fiber; garage equipment; automobile, truck components, spares; machine tools. Procurement under AID loan 217.

Burma invites tenders for construction materials

The Government of Burma has asked for cabled bids on supply and delivery of materials required to construct a permanent water supply and irrigation scheme at Namsang Resettlement Project.

Commodities required include cast-iron pipe and fittings; gate valves; diesel engine driven centrifugal pumps; pressed steel tank 16 x 16 x 8 ft., capacity 12,800 gal.; galvanized iron pipe and fittings; reinforcing steel; cement, 900 tons; and pipe tools.

The project is financed by a $500,000 development grant from the U.S., with an estimated $400,000 for labor and materials to be furnished by Burma.

U.S. funds will be used for the purchase of equipment and supplies.

Payment will be through a letter of commitment issued by AID to Chase Manhattan Bank of New York.

Bids should reach the Director of Resettlement, c/o USAID, American Embassy, Rangoon, by noon (Burma Standard Time) Aug. 10.

Copies of the bid documents are available on loan from Trade Opportunities Staff, BDSA 111, Room 4016, U.S. Department of Commerce, Washington 25, D.C.

Ghana asks U.S. aid for electronics industry

The Government of Ghana is proposing to develop an electronics industry in Ghana based on power available from the Volta River project.

This industrial plan includes establishment of facilities to produce dry and wet batteries; electric wires, plastic conductors, wiring devices, air conditioners, electric fans, and radio and television assembly plants.

Interested U.S. firms are requested to submit proposals or requests for further information as soon as possible to the Ministry of Industry, P.O. Box M 39, Accra.

Australia invites bids for generating equipment

Bids are beng invited by Australia for design, manufacture, supply, and delivery of one 900-kv.-a., power factor 0.85, 415-v., 3-ph., 50 c. standby generating set.

The set will comprise a horizontal shaft generator, coupled directly to a Pelton impulse water turbine, complete with bedplate, turbine inlet value, governor, field control equipment, and all accessories.

Specification M.117 for this equipment includes installation at Murray One Power Station.

Bids should reach Comptroller of Stores, Snowy Mountains Hydroelectric Authority (SMA), P.O. Box 332, Cooma North, N.S.W., before Nov. 6.

Copies of the specifications are available from SMA for $2.25 each, including postage, not refundable.

Airport equipment bids invited by New Zealand

New Zealand is inviting separate bids for supply and installation of the following equipment at the Auckland International Airport, Mangere, New Zealand:

Surveillance radar—bid deadline noon Oct. 1.

Instrument landing system—bid deadline noon Oct. 12.

Bids should be submitted to the Civil Aviation Administration, Air Department, Wellington.

Specifications may be reviewed in the Electronics Division, BDSA, Department of Commerce, Washington 25, D.C., and the New Zealand Senior Trade Commissioner's Office, 1145 19th St., NW., Washington 6, D.C.

Saudi Arabia-U.S. joint production venture sought

The firm of Ahmed & Mohammed Saleh Kaki, P.O. Box 234, Mecca, Saudi Arabia (cable: WATANI), is seeking a joint venture with a U.S. firm to manufacture and supply blast screens for jet runways.

Tenders for such screens have been issued by the Saudi Government without a specified closing date.

Greece invites tenders for electric equipment

Bids are being invited by Greece for procurement and installation of electric equipment.

Invitation DMPM-139 calls for procurement and installation of electric equipment at the hydroelectric station in Edessa, Northern Greece, and procurement of equipment for the hydroelectric station in Ogra, near Edessa—estimated total value $280,000.

In case of award to a U.S. firm the amount involved will be charged against an AID Procurement Authorization.

Bids must reach the Public Power Corp., 30 Chalkokondyli St., Athens, marked "Electrical Equipment for Edessa and Agra H.E.S., Inquiry DMPM-139," closing date Sept. 11.

Copies of the bid invitation are available on loan from Power & Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.C.

Aluminum conductor bids requested by New Zealand

Bids are being requested for 21 types of items for steel cored aluminum conductor accessories, such as tapered aluminum armor rods, ferrules, joint assemblies, spacers, hydraulic presses, and various sets of dies—bid deadline Sept. 5.

Bids should be submitted under file 23/97/2/3 to Stores Manager's Office, New Zealand Electricity Dept., Private Bag, Wellington C.I.

Bidding documents are available on loan to firms located in the U.S. from Aluminum & Magnesium Division, BDSA, Department of Commerce, Washiongton 25, D.C.

Chile requests tenders for passenger, cargo ships

Chile is requesting bids for 2 vessels of 100 to 120 passengers, 1 of 40 to 60 passengers, and 2 400-ton cargo barges to operate in the waters around the southern provinces of Chiloe and Aysen.

Bids must be submitted sealed, in Spanish, and in duplicate to Director de la Empresa Maritima del Estado, Calle Moneda 1160, Santiago.

A bidding representative must present the bids at 3 p.m. on Aug. 22, when they will be opened publicly.

Bids should be quoted per vessel in terms of c.i.f., Valparaiso.

Specifications in Spanish are available for loan in Room 4209, Transportation Equipment Division, BDSA, Department of Commerce, Washington 25, D.C.

Nigeria may seek materials for navigable river channel

The Nigerian Inland Waterways Department, with headquarters at Lokoja, northern Nigeria, is studying the problem of providing a 6 to 7½ foot deep navigable channel in the local rivers.

A dredge with floating pipeline discharge, tugboat, deck barge, survey launch with sounding equipment, and houseboat will probably be needed.

This is not a call for firm bids but a proposed project.

Estimates and proposals from U.S. manufacturers are desired.

Australia extends bid date for steam, feed piping

The deadline for submitting bids for the Electricity Commission of New South Wales, contract 1277, steam and feed piping for two 350 mw. turbogenerators, has been extended from July 30 to Aug. 27. (FCW, June 11, p. 1059.)

Copies of the bid invitations are available on loan from Power & Electrical Equipment Division, Room 4217, BDSA, Department of Commerce, Washington 25, D.C.

Switchgear specifications ready for Australian project

A copy of the specifications covering the design, manufacture, supply, and erection of 330 kv. circuit breakers, isolating switches, earthing switches, insulator stacks, and current transformers for the Snowy Mountains Hydroelectric Authority, N.S.W., is available for inspection at the Power & Electrical Equipment Division, Room 4217, BDSA, Department of Commerce, Washington 25, D.C. (INTERNATIONAL COMMERCE, July 30, p. 31.)

Drug-processing machinery wanted by Ceylonese firm

Ceylon is inviting bids for the supply of machinery for a complete ayurvedic drug processing factory.

The machinery includes the following: Hydroextractors, cutters, choppers, shredders, disintegrators, pulverizers, edge runners, compressors, tanks, vats, ovens, and other laboratory and processing equipment.

Specifications are available on loan from General Industrial Equipment & Components Division, BDSA, Department of Commerce, Washington 25, D.C.

Tender S/7/Ayur/Mach. must be submitted to the Chairman, National Small Industries Corp., 181 General's Lake Rd., Colombo 2, before 9:30 a.m. Sept. 28.

Ceylon firm seeking airport representation

Brown & Co., Ltd., Darley Rd., Colombo, is seeking to represent U.S. firms interested in bidding on construction and supply of Katunayake Airport Project, bid deadline Oct. 1. (INTERNATIONAL COMMERCE, July 16, p. 15.)

Brochures are now available on loan from the Trade Opportunities Staff, BDSA, Room 4016, Department of Commerce, Washington 25, D.C.

Specifications available for Nigerian equipment

Specifications are now available covering contracts 1033/141 and 1033/142 for transmission lines to be erected in Nigeria.

They may be obtained on loan from Power & Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (INTERNATIONAL COMMERCE, July 23, p. 14.)

Iraq extends deadline for filtration equipment

Closing date of the tender for supply and erection of swimming pool water filtration equipment for the "Peoples Stadium" in Baghdad has been extended from July 18 to Aug. 20. (INTERNATIONAL COMMERCE, June 25, p. 16.)

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

(★) indicates additional information on the export, import or international representation opportunities may be borrowed by U.S. firms in this country from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C.; telephone WO 7-4675.

(★★) indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilton, Business & Defense Services Administration, U.S. Department of Commerce. NCIA following indicates no commercial information available.

(☆) indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans.

(●) indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BSDA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commedical Intelligence Division, BIBO, U.S. Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.

012 Fruit, Tree Nut, Vegetable Farm Products

Singapore

Fresh oranges, apples. Soon Aik, Ltd. (importing distributor, manfacturer's agent), 225 Outram Rd., Singapore 3. WTD 3/23/62.

019 Miscellaneous Commercial Farm Products

Germany

Vegetable, flower seeds of all kinds. Weiser & Virnich (importer, exporter, wholesaler, retailer), 23-25 Wilhelmstr., Duren/Rheinland. WTD 6/22/62.

196 Small Arms Ammunition

Cameroon

★★ Cartridges. Noajem Wahmbang & Bros., c/o Native Court, Bali Bamendo, West Cameroon.

201 Meat Products

Cyprus

★★ Complete line of canned meats; old, well-established firm. Y. Shukuroglou & Sons, P.O. Box 281, 19 Diagoras St., Nicosia.

★★ Frozen meats; large cold storage capacity, refrigerated trucks. Bellapais Suppliers Ltd., P.O. Box 872 Nicosia.

Singapore

Frozen eviscerated chicken, chicken paste. Soon Aik, Ltd. (importing distributor, manufacturer's agent), 225 Outram Rd., Singapore 3. WTD 3/23/62.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Congo (Brazzaville)

★★ Baby food. Pharmacie Croix Du Sud, BP 378, Pointe Noire, Republique du Congo.

★★Foodstuffs. Centre Cooperatif, BP 2046, Brazzaville.

Cyprus

★★ Frozen foods. Bellapais Suppliers, Ltd., P.O. Box 827, Nicosia.

★★ Canned tuna fish, sardines. Th. Ch. Maratheftis & Son, P.O. Box 65, Larnaca.

★★Canned foods, other assorted food items. Lyssiotis Freres, Ltd., P.O. Box 55, Larnaca.

★★ Canned food line. Klitos J. Chacholiades & Sons, P.O. Box 296, Nicosia.

Singapore

Canned fruits, vegetables, especially tomato sauce, tomato juice, orange juice, grapefruit juice, peas, mixed vegetables; (frozen vegetables, such as cauliflower, beans, brussels sprouts.) Soon Aik, Ltd. (importing distributor, manufacturer's agent), 225 Outram Rd., Singapore 3. WTD 3/23/62.

204 Grain Mill Products

Cameroon

★★Rice. Syndicat Des Commercants Camerounais, BP 56, Douala, New Bell.

★★ Rice. Société Nationale Camerounaise Pour Le Commerce, L'Industrie, Et Le Developpement, BP 4054, Douala.

Cyprus

★★ Rice in bulk, packages. Y. Shukuroglou & Sons, Ltd., P.O. Box 281, 19 Diagoras St., Nicosia.

★★ Grain wheat (Manitoba, hard wheat), barley maize for animal feed. Nicos Souliotis & Sitovim, Ltd., P.O. Box 62, Limassol.

208 Beverage Industry Products

Cyprus

★★ Complete line of wines, spirits. Amethyst, 13-14 Homer Ave., Nicosia.

209 Miscellaneous Food Preparations, Related Products

Cyprus

★★ All types of edible oils packed in drums. Nicos Souliotis & Sitovim, P.O. Box 62, Limassol.

220 Textile Mill Products

Germany

Woolen, synthetic fabrics for manufacture of ladies' skirts; requests replies from U.S. manufacturers only. Textilwerk Walter Schubert GmbH (manufacturer), 73 Watermannsweg, Wattenscheid. WTD 6/28/61.

Printed cloth for manufacture of children's bed linen, baby articles such as diaper covers, underwear, slips, shirts. Direct purchase and exclusive sales agency. Elsaessische Baumwollmanufaktur Wahl & Baum (manufacturer), 57 Talstr., Duesseldorf. WTD 6/20/62.

Panama

Men's suiting material of cotton, synthetics; women's clothing material of cotton, synthetics; desires large supply reasonably priced, good quality. Antillana de Representaciones, S.A. (commission merchant), P.O. Box 5301 or 120 Via Espana, Panama. WTD 8/31/61.

Sweden

Novelties in lining, padding, filling materials for readymade clothing, fur industries. Direct purchase and agency. Himmelmann & Roos AB (importing distributor, manufacturer's agent), Balletahuset, Sundbyberg. WTD 6/21/62.

221 Broad Woven Fabric Mill Products, Cotton

Cyprus

★★ Surgical dressings. Sophocle Dimitriades & Son, P.O. Box 222, Nicosia. NCIA.

★★ Mill ends, closeouts, piece goods of all types. Direct purchase or agency. Kevork R. Nahabedian, P.O. Box 74, Larnaca.

★★ Piece goods of all compositions; hosiery, soft goods. Direct purchase or agency. Jean G. Ypsilantis, P.O. Box 17, Nicosia.

222 Broad Woven Fabric Mill Products, Manmade Fiber, Silk

Cyprus

★★ Dacron fabrics. A. Anthony Lucas, 36-38 Onasagoras St., Nicosia.

★★ Dacron material, medium-to-high quality, Borsalino Hat, 18-20 Iplik Pazar St., P.O. Box 913, Nicosia.

223 Broad Woven Fabric Mill Products, Wool

Germany

High quality wool blankets, no synthetic fibers, requests replies in German. Daku Wolldeckenfabrik Dr. Paul Uhlenbrock (importing distributor), 1 Steintor, Emmerich/Rhein. WTD 1/23/62.

224 Narrow Fabric, Other Smallwares Mill Products

Philippines

Reel cloth for office machinery ribbons. H. G. Henares & Sons (manufacturer), 2511 Aurora, Pasay City. WTD 9/27/61.

225 Knitting Mill Products

Cyprus

★★ Knitwear, men's socks, ladies' stockings. Borsalino Hat, 18-20 Iplik Pazar St., P.O. Box 913, Nicosia.

★★ Socks, stockings. Miltiades G. Coukides & Co. Direct purchase or agency. P.O. Box 38, Nicosia. NCIA.

England

Nylon tricot fabrics: 20 denier, 48 in. wide, about 12-14 yd. to lb.; 30 denier, 48 in. wide, about 6½-7 yd. to lb.; 40 denier, 48 in. wide, about 4½-5 yd. to lb.; also brushed. Halle Models, Ltd. (manufacturer), Park Lane Mills, Macclesfield, Cheshire. WTD 7/13/62.

Germany

Baby clothing, particularly knitted play suits, dressing gowns, underwear, nightwear. Elsaessische Baumwollmanufaktur Wahl & Baum (manufacturer), 57 Talstr., Dusseldorf. WTD 6/20/62.

226 Dyeing, Finishing Textiles Except Wool Fabrics, Knit Goods

Cameroon

★★ Wall, ceiling boards. Cameroon Fruit Co., Ltd., HP 9, Victoria. West Cameroon.

232 Men's, Youths', Boys' Furnishings, Work Clothing

Congo (Brazzaville)

★★ Baby clothing, supplies. Pharmacie Croix Du Sud, BP 37S, Pointe Noire, Republique du Congo.

Netherlands Antilles

All kinds of boys' medium-priced shirts. Palais Oriental Import & Export Co., Ltd. (importer, retailer, wholesaler), 57 Prinsenstraat, Willemstad, Curaçao. WTD 7/5/62.

239 Miscellaneous Fabricated Textile Products

France

Secondhand bags of jute, burlap, cotton. La Sacherie Toulousaine (wholesaler, importer, exporter), 20 rue Alexandre-Fourtanier, Toulouse, Haute-Garonne. WTD 7/26/61.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

Cyprus

★★ All types of plywood. Nicos Souliotis & Sitovim, Ltd., P.O. Box 62, Limassol.

251 Household Furniture

Cameroon

★★ Metal beds. Syndicat Des Commercants Camerounais, BP 56, Douala, New Bell.

252 Office Furniture

Cameroon

★★ Office furniture. Syndicat Des Commercants Camerounais, BP 56, Douala, New Bell.

262 Paper Mill Products

Peru

● Linen cigarette paper, 30,000 rolls, first quality, "vergé" noncombustible type, 30 mm. wide x 6,000 m. long, weight 20/21 g. per sq. m. Quotations required c.i.f. Callao, payment upon presentation of documents. Bid deadline Aug. 16. Ministro de Hacienda y Commercio, with samples first sent to Gerencia of Estanco for analysis.

264 Converted Paper, Paperboard Products, Except Containers, Boxes

Cyprus

★★ Paper supplies, stationery goods. Kemal Deniz, Kyrenia St. 126, Nicosia.

275 Commercial Printing

Cyprus

★★ A line of photo post cards of Cyprus views for sale to tourists. Demetrios A. Gabrielides, Saripolou 44, 46, 48 Limassol.

281 Industrial Inorganic, Organic Chemicals

Cyprus

★★ Chemicals. C. G. Christofides & Son, Ltd., P.O. Box 12, Nicosia.

★★ Chemicals, fumigants. Chr. Papadakis, Ltd., Araouzo St. 83, Limassol.

Greece

● Herbicide, 2, 4-D, sodium salt, 100%, 40 metric tons; DDT, dust 100%, 30 metric tons; BHC, W/P, 12-36% gamma isomer, 2.5 metric tons; Parathion, emulsifiable, 100%, 35 metric tons; winter oil emulsion based on dinitro-o-cresol, 30 metric tons; Lindane, 99%, 1 metric ton; Captan, 50%, 15 metric tons; summer oil emulsions, 100 metric tons; Aldrin, W/P, 100%, 15 metric tons; Zineb, 100%, 10-15 metric tons; Systox, 50%, 1 metric ton; Metasystox, 50%, 2 metric tons; Metaldehyde, 95%, 2 metric tons; Gibberelic acid (liquid), 200 g.; Pyrenone dust concentrate 1.5 metric tons; ethylene chlorhydrin, 100%, 2 metric tons; potassium carbonate, 100%, 350 metric tons; bid deadline Aug. 28. Agricultural Bank of Greece, Athens. (Telephone: WOrth 7-3910) ★

Iraq

Tetraethyl lead (T.E.L.), 600 drums; bids to be opened Sept. 1. Bids will be submitted to Head of Tenders Committee, Government Oil Refineries Administration, Baghdad. Terms, specifications of tender 26/62 may be obtained free from Government Oil Refineries Administration, Baghdad, for $2.80 per copy.

Israel

☆ Endothal, or equal, 11,000 gal. AID Loan 28; U.S. source. Subauthorization 791/1/119. Bid deadline Aug. 12. Government of Israel Supply Mission, 850 Third Ave., New York 22. Attention: N. Nisen. Delivery desired by Aug. 31. Tenders should refer to S/A number, be prepared on basis of f.a.s. U.S. port of exit, prices itemized and show both trade and cash discounts. Suppliers may devise own forms, in duplicate, for submitting tender to buyer.

Philippines

Coloring pigments for office machinery ribbons. H. G. Henares & Sons (manufacturer), 2511 Aurora, Pasay City. WTD 9/27/61.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

Belgium

Self-adhesive cellulose, plastic rolls for picture frame moldings; silver, gold colors in different widths. G. & A. Vanden Bogaerde (manufacturer), 57 Raes Van Gaverestraat, Ghent.

Germany

Cellulose acetates, derivatives, including scrap, pressed cellulose acetate plastics, cellulose ester plastics scrap; other cellulose plastics. Direct purchase and agency. Bassermann & Co. (manufacturer, manufacturer's agent, wholesaler, importer, exporter), E4, 4.6, Mannheim. WTD 6/26/62.

283 Drugs

Cameroon

★★ Patent medicine. Cameroon Produce & General Merchant Co., Ltd., BP 76, Kumba, West Cameroon.

New Zealand

Pharmaceuticals; bulk purchases to be packaged in New Zealand. Direct purchase and agency. Contract Packers, Ltd. (wholesale manufacturer, packer), 31 Walls Rd., Penrose, Auckland. WTD 7/11/62.

Pakistan

Drugs. Direct purchase and agency. Ahmad Bros. (importing distributor), near Civil Dispensary, Chuharkana Mandi, Dist. Sheikhupura. WTD 6/22/62. List.★

Sweden

Chemicals, nonferrous metals of even high purity grades, all kinds of feed supplements for the drug animal feed industries. Direct purchase and agency. AB Chemetal (importing distributor, manufacturer's agent), 5 S:t Erikagstan, Stockholm. WTD 11/7/60.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Congo (Brazzaville)

★★ Toiletries. Centre Cooperatif, BP 2046, Brazzaville.

Cyprus

★★ Insecticides. Chr. Papadakis, Ltd., Araouzo St. 83, Limassol.

★★ Cosmetics, insecticides. Direct purchase or agency. Sophocle Dimitriades & Son, P.O. Box 222, Nicosia. NCIA.

★★ Household liquid detergents, drycleaning fluid. A. E. Argyrides, Esq. Eleftherias St. 104, Limassol.

★★ Cosmetic line. Englozos Trading Co., 20 Pericleous St., P.O. Box 748, Nicosia.

New Zealand

Cosmetics, detergents; bulk purchases to be packaged in New Zealand. Direct purchase and agency. Contract Packers, Ltd. (wholesale manufacturer, packer), 31 Walls Rd., Penrose, Auckland. WTD 7/11/62.

285 Paints, Varnishes, Laquers, Enamels, Related Products

Cameroon

★★ Paints. Union Profess, Ltd., P.O. 73, Kumba, West Cameroon.

Cyprus

★★ Industrial, domestic paints. Byron N. Potsos, Eleftherias St., P.O. Box 29, Limassol.

286 Gum, Wood Chemicals

Germany

Root, balsamic resins; luminosity types: B and FF (dark), K-N; about 1,600 metric tons annually. Chemische Fabrik Bruehl, Gottfried Kentenich KG (manufacturer), 235-37a Koelnstr., Bruehl Bez. Koeln. WTD 6/27/60.

287 Agricultural Chemicals

Cameroon

★★ Fertilizer. Société Nationale Camerounais Pour Le Commerce, L'Industrie, Et Le Developpement, BP 4054, Douala.

289 Miscellaneous Chemical Products

Cameroon

★★ Waterproofing materials. Union Profess, Ltd., P.O. 73, Kumba, West Cameroon.

★★ Gun powder. Noajem Wahmbang & Bros., c/o Native Court, Bali Bamendo, West Cameroon.

Cyprus

★★ Raw materials for use in making storage batteries. Kex Co., Ltd., P.O. Box 117, Larnaca.

291 Petroleum Refining

Cyprus

★★ Petroleum sprays. Chr. Papadakis, Ltd., Araouzo St. 83, Limassol.

Iran

● Tires: 315 units; passenger, truck, bus sizes. Bid deadline Aug. 13. Ordnance Dept., Imperial Iranian Army, Tehran. (Telephone: WOrth 7-3381) ★

295 Paving, Roofing Materials

Cameroon

★★ Roofing materials. Union Profess, Ltd., P.O. 73, Kumba, West Cameroon.

301 Tires, Inner Tubes

Greece

Unused surplus tires; aircraft, other. Direct purchase and agency. N. Koemtzopoulos (importer; selling, manufacturer's agent), 10 Frangon St., Thessaloniki. WTD 6/28/62.

306 Fabricated Rubber Products Not Elsewhere Classified

Cyprus

★★ Rubber household goods. Sophocle Dimitriades & Son, P.O. Box 222, Nicosia. NCIA.

★★ Raw materials for making storage batteries. Kex Co., Ltd., P.O. Box 117, Larnaca.

Gabon

★★ Specialized rubber adhesives-neoprene, imasine. Foufounis S.A., BP 630, Libreville.

307 Miscellaneous Plastics Products

Belgium

Panels for construction purposes. Direct purchase and agency. Ets. Jonckheere (importer), 151 rue de Molenbeek, Brussels.

Cyprus

★★ Plastic folding doors. Byron N. Potsos, Eleftherias St., P.O. Box 29, Limassol.

Saudi Arabia

Plastic ointment jars; 300,000 jars with cap. of 20 g.; 500,000 jars with cap. 50 g.; (requests price quotations, c.i.f. Jidda by cable to HIMDY, catalogs, other details by airmail.) Mecca Trading Co., Ltd. (importing distributor), P.O. Box 211, Mecca. WTD 11/27/61.

314 Footwear, Except Rubber

Cameroon

★★ Leather shoes for women, children. Cameroon Produce & General Merchant Co., Ltd., BP 76, Kumba, West Cameroon.

321 Flat Glass

Cameroon

★★ Window glass. Union Profess, Ltd., P.O. 73, Kumba, West Cameroon.

322 Glass, Glassware

Australia

Inexpensive, medium-priced domestic glassware, all types, especially items in gift packs. Direct purchase and agency. Kennard Bros. Pty., Ltd. (importing wholesaler, manufacturer's agent), 29-31 O'Riordan St., Alexandria, N.S.W. WTD 7/6/62.

323 Glass Products

Cameroon

★★ Decorated drinking glasses in sets. R.A. Chidiac & Cie., BP 1092, Yaoundé.

Cyprus

★★ Glass novelties. L. Pouros & Co., Anexartisias St. 98 C, Limassol.

324 Cement, Hydraulic

Cameroon

★★ Cement. Cameroun Fruit Co., Ltd., HP 9, Victoria, West Cameroon.

326 Pottery

Australia

Low- to medium-priced household pottery, crockery. Direct purchase and agency. Kennard Bros. Pty., Ltd. (importing wholesaler, manufacturer's agent), 29-31 O'Riordan St., Alexandria. WTD 7/6/62.

Cyprus

★★ Complete line of bathroom fixtures. Byron N. Potsos, Eleftherias St., P.O. Box 29, Limassol.

★★ Frosted glass coffee, tea cups. L. Pouros & Co., Anexartisias St. 98 C, Limassol.

327 Concrete, Gypsum, Plaster Products

Lebanon

● Silos, reinforced concrete 30,000 ton cap. Design specifications for construction, erection, equipment are called for. Bid deadline Aug. 3. Executive Council for Major Projects, Corniche Mazraa, Kanafani Bldg., near Unesco, Beirut.

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

Netherlands

Grinding materials, such as wheels, mounted points. Emery cloth, emery paper, requests samples, price quotations; double-ended bench grinders for wheels 4, 5, 6, 8, 12 in. A. A. J. van Meeteren (importing distributor), 20 Utrechtseweg, Zeist.

331 Steel Mill Products

Cameroon

★★ Nails. Cameroun Fruit Co., Ltd., HP 9, Victoria, West Cameroon.

Cyprus

★★ Round wire for use in making steel wool. Gunesh Macaroni Factory, 5 Ziyagokalp, Nicosia.

Greece

● Rounds, H.R. 7/8-6 in., 41 tons; squares, H.R. 1½-3 in., 10 tons; flats, 5/16 x 6 in.-2 x 5 in., 40 tons, spec. SAE 1045; rounds, 5-10 in., spec. SAE 4150; sheets, H.R. 4-40 mm., 57 tons, spec. SAE 1024; tubes, seamless 3¼-4½ in. OD, 3 tons; shafts, ground, 1-1½ in. diam., 12 pcs., spec. SAE 51410; hollow, shaft, 1-1-1½ in. ID, 1180 ft. Bid deadline Sept. 4. Invitation 225. Land Reclamation Service of Ministry of Agriculture (Room 316), 60 Kolokotroni St., Athens. (Telephone: WOrth 7-2363)*

India

☆ Stainless-steel sheets: 2 tons, American Standard AISI 304, size 8 x 4 x 10 ft. SWG; 3 tons, American Standard AISI 316, size 8 x 4 x 14 ft. SWG; quality 304, AISI, size 8 x 4 x 6 ft. 8 SWG. Loan 159; U.S. source. IL#BOM/IL/C/TEX/GUJ/2814/4268/AS.61. Bid deadline Aug. 20. Swastik Textile Trading Co., Pvt., Ltd., Motilal Hirabbai Market, Railwaypura Post, Ahmedabad.

Iran

● Steel pipe, seamless, 95.5 mm. O.D., 88.5 mm. ID, length 5,570 mm., 200 pcs.; working steam temperature 400°, steam pressure 20 AT. Bid deadline Aug. 25. Edareh Taslihate Artech (Armament Dept. of Imperial Iranian Army), DT/Section Jale Ave., Teheran. (Telephone: WOrth 7-2362)*

Pakistan

☆ Galvanized plain sheets, 1.25 oz. zinc coating 3 x 6 ft., gage 30, 31, 32, 34, 36. Loan 7; U.S. source. S/A RM 038867. Credit amount, $5,821. Bid deadline Aug. 25. Chittagong Wire Netting Factory, 5, Bakalia Char-Chaktai, Chittagong.

☆ Cold reduced tinplate for 4 Imperial gal. tins. Loan 7; U.S. source. S/A RM 031618. Credit amount, $146,912. Bid deadline Aug. 18. Burmah-Shell Oil Storage & Distributing of Pakistan, McLeod Rd., Karachi. Cable: BURMAHSHEL, Karachi.*

☆ Tinplate, coke quality, assorted to sizes, gages 30, 32, 20 x 30 in. and larger, 20,000 rupees; steel wire, BG 18, 6,930 rupees. Loan 7; U.S. source. S/A RM 038164. Credit amount, $5,654. Bid deadline Aug. 26. Decent Industries, 8/1 Ranjani Base Lane, Dacca 1. Cable: IRONMASTER, Dacca.

☆ M.s. billets, standard quality, with works certificate, heat marks stamps, 2 x 2 in. or 2½ x 2½ in. Loan 7; U.S. source. S/A RM 033124. Credit amount, $13,104. Bid deadline Aug. 18. M/S Steel Mills, B/43, S.I.T.E. Mangopir Road, Karachi.

☆ Electrolytic tinplate, 0.75 coating. Loan 7; U.S. source. S/A RM 032385. Credit amount, $48,793. Bid deadline Aug. 18. Haidary Tin Factory, Ltd., C/41 Estate Ave., S.I.T.E., Karachi.

☆ M.s. joists, 5 x 3 in., 6 x 3 in., 7 x 4 in., 8 x 4 in. approx. 75,000 rupees; m.s. plates, 8 x 4 ft., 3/16 x ¼ in., approx. 30,000 rupees; m.s. sheets, 8 x 3 ft, gages 24, 26, 28, 30, approx. 40,000 rupees. Loan 7; U.S. source. S/A RM 031686. Credit amount, $30,450. Bid deadline Aug. 18. Marsh & Co., Corner House, Preedy St., Karachi 3. Cable: QUALITY, Karachi.

Viet-Nam

☆ Steel pipe, carbon with threads, coupling, also plain ends; 26.7 mm. OD, 2.9 mm. wall thickness; 60.3 mm. OD, 3.9 mm. wall thickness; accessories, tees, elbows, valves, flanges. Spec. ASTM 120.54. Invitation 0599-09072. Bid deadline Aug. 29. AID financed. Central Purchasing Authority, P.O. Box H-5, Saigon.★

332 Iron, Steel

Pakistan

☆ Galvanized iron sheet, plain, 1.25 oz. zinc coating, 3x6 ft., electrolytic tin tinplate waste waste, bright finish, size 28x 28¾ in., assorted to size and gage, tinplate circle, tinplate strips, galvanized iron wire. Loan 7; U.S. source. S/A RM 037889. Credit amount, $5,670. Bid deadline Aug. 10. Kaissar Industrial Corp., 342 Industrial Area, Tejgaon, Dacca. Cable: QUAISSAR, Dacca.★

335 Rolling, Drawing, Extruding Nonferrous Metals

Cameroon

★★ Corrugated sheets of aluminum, aluminum building products. Cameroun Fruit Co., Ltd., HP 9, Victoria, West Cameroon.

Greece

● Cables; various types, quantities; estimated cost $10,500; tender B/439, bid deadline Aug. 25. State Purchases Directorate B', 50 Socratous St., Athens. (Telephone: WOrth 7-2131)★

India

● Telecommunications cables, accessories; worldwide procurement; tender D/ENQ/495. Bid deadline Aug. 30. Director General of Supplies & Disposals, N.I. Bldg., Parliament St., New Delhi. Tender documents available at India Supply Mission, 2536 Mass. Ave., Washington, D.C., for $2.10.

Viet-Nam

● Cable, load coil case, washers, electrical accessories; tender 0595-06072. Bid deadline Aug. 24. Central Purchasing Authority, P.O. Box H-5, Saigon. Limited worldwide procurement. (Telephone: WOrth 7-2162) ★

336 Nonferrous Foundry Products

Greece

● Copper firebox plates; estimated cost $20,000; tender 262. Bid deadline Sept. 12. Peloponnesus Railroad (SPAP), 1 Carolou St., Athens. (Telephone: WOrth 7-2131)★

342 Cutlery, Handtools, General Hardware

Cameroon

★★ Locks, hinges, casement hardware. Union Profess, Ltd., PO 73, Kumba, West Cameroon.

★★ Thermoses, insulated picnic containers. R.A. Chidiac & Cie., BP 1092, Yaoundé.

Canada

Hand-operated air pumps suitable for small tires, children's toys; 5,000 to 10,000; 12-20 in. high; cylinder approx. 1½ in. diam.; inexpensive. Direct purchase and agency. Martin & Pearson, Ltd. (manufacturer's agent, importer), 1155 West Pender St., Vancouver, B.C.

Netherlands

Tool kits for general hobby, home workshops of do-it-yourself handyman; (requests literature and price lists.) A. A. M. van Meeteren (importing distributor), 20 Utrechtseweg, Zeist.

Pakistan

Woodworking handtools: Augers, handsaws, circular saws, firm chisels, planes iron body and wooden body, braces, bits, carpenters' vices, clamps, adzes. Direct purchase and agency. Hajisons (importing distributor), 14 Brandreth Rd., Lahore. WTD 6/22/62.

343 Heating Apparatus, Plumbing Fixtures

Germany

Brass fittings for heating, fittings for sanitary industry. Burger Industriewerk KG (manufacturer), 1-4 Hermann-Burger-Str., Schonach/Schwarzwald. WTD 6/16/62.

Italy

Oil, kerosene burners for self-contained household heating units. Oscar Baccianini, Ditta Baccianini (importer, wholesaler, retailer), Via dell'Archetto 27/a, Rome.

344 Fabricated Structural Metal Products

Belgium

Panels for construction purposes. Direct purchase and agency. Ets. Jonckheere (importer), 151 rue de Molenbeek, Brussels.

Cameroon

★★ Aluminum door, window frames. Union Profess, Ltd., P.O. 73, Kumba, West Cameroon.

★★ Aluminum door, window frames. S. Kilo & Bros., P.O. Box 27, Bamenda, West Cameroon.

346 Metal Stampings

Cameroon

★★ Enamel pots, pans. Cameroon Produce & General Merchant Co., Ltd., BP 76, Kumba, West Cameroon.

Cyprus

★★ Household, kitchen utensils. L. Pouros & Co., Anexartisias St. 98-C, Limassol.

Iraq

● Aluminum cooking pots. 200; 24 in. diam., 19 in. depth, 1/8 in. plate; 4 iron handles, chrome plated, bow shaped, 5 in. long, ½ in. diam.; 14 gage aluminum cover, with 1 aluminum handle in middle; outer side of cooking pots should be frosted. Bid deadline Sept. 2. Central Foreign Purchasing Board. Ministry of Finance, Baghdad. (Telephone: WOrth 7-2923)★

349 Miscellaneous Fabricated Metal Products

Cyprus

★★ Aluminum profiles for decorative purposes. Bryon Potsos, Eleftherias St., P.O. Box 29, Limassol.

Germany

Automatic air valves for steam, hot water. Burger Industriewerk KG (manufacturer), 1-4 Hermann-Burker-Str., Schonach/Schwarzwald. WTD 6/16/62.

Safety valves, relief valves, reducing valves, automatic expansion tanks of various sizes for heating systems. Studt & Co. (importing distributor), von Essen Str. 58, Hamburg 21.

Italy

Equipment for spray system irrigation. Direct purchase and agency. Rivom (wholesaler, retailer, agent installer), Via dei Cerchi 77/83, Rome.

351 Engines, Turbines

Italy

Internal combustion, diesel engines for industrial, marine uses; requests replies in Italian or French. Direct purchase and agency. Rivom (wholesaler, retailer agent installer), Via dei Cerchi 77/83, Rome.

Singapore

Secondhand diesel motors, 60-240 hp. marine motors. H. Bersu & Co., Ltd. (importing distributor, manufacturer's agent), 15A, 15B Robinson Rd., Singapore 1. WTD 10/12/61.

352 Farm Machinery, Equipment

Cyprus

★★ Agricultural machinery for cleaning, sizing wheat, barley. Nicos Souliotis & Stovim, Ltd., P.O. Box 62, Limassol.

Iran

Agricultural machinery; complete line including tractors, implements. Direct purchase and agency. Shabdiz S.A. (importing distributor), P.O. Box 122, Tehran. WTD 9/5/61.

353 Construction, Mining, Materials Handling Machinery, Equipment

Cyprus

★★ Construction equipment including tractors up to 160 hp.; bulldozers, rippers for 65, 95 hp. tractors; concrete spreaders; vibrators, finishers, concrete mixers; bituminous spreaders; plows for tractors. A. P. Loizou, P.O. Box 96, Nicosia.

Italy

Earthmoving equipment, hydraulic excavators, bulldozers, particularly hydraulic loading shovels, wheeled or crawler type, 35-150 hp. cap. Direct purchase and agency. Grasiano Barbuscia (importer, wholesaler), Via Casilina 257, Rome. WTD 12/5/60.

Tunisia

☆ Tractors, D9G, caterpillar, 2; motor-scrapers, caterpillar, 3. Loan 196; U.S. source. Credit amount, $283,000. Société Tunisienne de Banque, for SOTUDEF, 51 rue Houssine Bouzaine, Tunis.

Turkey

Armutcuk hoist installation, ref. 118-EKD/3351; Catalagzi hoist installation, 118-EKD/3353. Loan 70; worldwide. Bid deadline Jan. 21, 1963. Turkiye Komur Isletmeleri Kurumu, Genel Mudurlugu, Etibank Binasi, Sihhiye, Ankara.

354 Metalworking Machinery, Equipment

Cameroon

★★ Machine for making wire bed springs. R.A. Chidiac & Cie., BP 1092, Yaoundé.

Cyprus

★★ Drawing mill to reclaim scrap metal resulting from steel wool manufacture.

Gunesh Macaroni Factory, 5 Ziyagokalp, Nicosia.

Pakistan

Drilling, shaping, planing, grinding, honing, polishing, doring machines; metal cutting power saws driven by belts; gear cutting machines; wire drawing machines, equipment; gas welding machines, equipment; auto repair, garage machinery; testing machines for workshop, engineering laboratory; self-centering, independent, drill chucks; machine vices, job holding fixtures; portable pneumatic tools; hacksaw frames, blades; files, rasps; tube expanders; hand drills, hand grinders; screw drivers; chisels, punches; adjustable spanners; pliers; stamps figures, letters; fitter vices; pipe cutters, pipe wrenches, pipe screw dies; taps, dies; reamers; anvils; ratchets; soldering irons. Direct purchase and agency. Hajisons (importing distributor), 14 Brandreth Rd., Lahore. WTD 6/22/62.

Machinery for manufacture of galvanized iron, steam pipe; annual cap. 6,000 tons. M.F.M.Y. Industries, Ltd. (importing distributor, manufacturer), 22-23 Marriot Rd., Karachi 2. WTD 12/7/51.

355 Woodworking Machinery

Baghdad

● Circular, variety, radial, band, scroll, jig saws. Mortiser, tenoner, jointer, planers, belt and disk sanders, shaper, router, wood and bow lathe, dowel and rod-turning, butt welder, saw sharpener, surfacer, tool and oilstone grinder, filing machine, bandsaw setter, hydraulic press, air and water bath glue pots, glue mixer. Bid deadline Sept. 30. Central Foreign Purchasing Board, Ministry of Finance. (Telephone: WOrth 7-5590) ★

● Woodworking machinery. Bid deadline Sept. 30. Specifications available from Secretary of Committee, Ministry of Finance for $4.20 per copy; add $.70 for airmail charges from Baghdad to U.S.

Cameroon

★★ Woodworking machinery. Union Profess, Ltd., PO 73, Kumba, West Cameroon.

Cyprus

★★ Packaging equipment for filling tubes, boxes, bags with dry-flowing products. Photos Photiades & Co., P.O. Box 179, Nicosia.

★★ Machinery for washing, selecting, grading, packing oranges for export. Nicos K. Shacolas, P.O. Box 257, Nicosia.

★★ Machinery for manufacture of plastic floor tiles. Lyssiotis Mosaic, Dimitras St. 1, Larnaca.

Germany

Machinery for processing of glass, requests replies from U.S. manufacturers. Direct purchase and agency. Rudolf Bonn (importer, wholesaler), 208 Koelnstr., Bruehl Bez. Koeln. WTD 8/17/61.

India

☆ Log band mill 50 in. saw pulley diam., standard carriage of 19 ft. 8 in. length; automatic bandsaw sharpening machine for blades up to 6 in. width; bandsaw stretcher for blades up to 7 7/8 in. width, equivalent to Code DATEN; bandsaw swager with 1 spare anvil, 2 eccentrics, side dresser for swaged teeth; electric motor of 52 hp.; 100 EPM-400/440 v., combined chain and chisel mortiser with chain grinder, bench type cross cutting machine, planing and thickening machine, side by side combined machine for surfacing and thicknessing, spindle molding machine, motorized self-contained pretsaw for wood and metal. To be delivered at Tellicherry (Kerala State). Ref. NSIC/HP/2M-3335/62. Loan 144. Bid deadline Aug. 30. National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.★

☆ Supply of equipment required by Indian Bureau of Mines, Nagpur: Mining pumps (mono pumps), SE-460/M/REIN; electric dynamo condenser exploder, SE-462/M/REIN; pH meters, tachometer, densitor scales, flow-raters, SE-471/M/REIN; bid deadline Aug. 20. Ore dressing, mineral technology laboratory equipment, SE-483/M/REIN; reagent feeder (laboratory type), SE-484/M/REIN, bid deadline Aug. 22. Portable hoists (compressed, air driven), SE-523/M; mining bells, SE-524/M, bid deadline Aug. 27. Purchases against these tender inquiries restricted to equipment of U.S. origin or manufacture. India Supply Mission, 2536 Mass. Ave., N.W., Washington 8, D.C., where tender forms, including specifications, may be obtained free.

☆ Presses, 14x14 in. of 2 daylights, 12; pumps of 22 g.p.m., complete with valves, drives, reservoir, piping, 3; extruder, 2½ in., complete with head, hopper drive, controlling cabinet, accessories. Loan 157; U.S. source. IL#990695/DLF/157/61. Ref. 41(752)/62-AID-II. Bid deadline Aug. 27. Swastik Rubber Products, Ltd., Swastik House, behind Kirkee Rly Station, Kirkee, Poona 3.

☆ Filter-tip attachment, complete, for fitting Molins Mark 5, cigarette making machines for assembly of 11 mm. long filter plugs to 63 mm. long cigarettes, to produce filter tipped cigarettes 74 mm. overall length, including electrical motors, starter, and turnabout device in vacuum system. Loan 157; U.S. source. IL#990555/DLF/57/61. Ref. 41(804)/62-AID-II. Bid deadline Aug. 26. National Tobacco Co. of India, Ltd., National Tobacco Bldg., 1, 2 Court House Corner, Calcutta 1.

☆ Motorized Gisbold 5, or similar, suitable for Chuck (swing 20 in.), bar work 2⅝ in. diam. max. turret travel 30 in. approx., or equivalent, complete with standard accessories, essential spares; Motorized Leblond/Southbend, or similar, S.C. & S.S. center lathe, swing-over bed 32 in., bed length 7/8 ft., distance between centers 55/70 in. approx., or equivalent, complete with standard accessories, essential spares; motorized Cincinnati, or similar, vertical milling machine, size 4, or above. C.i.f. Bombay value. Loan 157; U.S. source. IL#AU/GL/MTC/65/DLF/361. Ref. 2(20)/62-AID-II. Bid deadline Aug. 27. Crescent Iron & Steel Corp., Ltd., Industrial Estate, Lalbaug, Bombay 12.

☆ Hand-operated bending brakes with box fingers of different types, sizes, full set of forming molds, radius fingers, 16 in. length, upper beam nose bars complete with each machine, 6; high precision turret lathe, with cap. through spindle 1 3/8 in., complete with ram type turret, universal carriage with screw feed, double tool slide, with front and rear square tool blocks, motorized 440/3/50 a.c. with accessories, attachments. Loan 217; U.S. source. IL#EI/GL/MTC/62/DLF/362. Ref. 63 (93)/62-AID(1). Bid deadline Aug. 21. Pattani Industrial Corp., 19/21 Bombay Mutual Chambers, P.O. Box 796, Hamam St., Fort, Bombay 1.

☆ Veneer slicer machine. C.i.f. Indian port (preferably Cochin) basis quotation required. Loan 157. IL#990383/DLF-157/61. Ref. 4(45)/62-AID-II. Bid deadline Aug. 24. Western India Plywoods, Ltd., P.O. Baliapatam, Cannanore Dist., Kerala State. Cable: PLYWOODS, Balipatam.★

☆ Capsule filling machine, with accessories, spares; capsule printing machine; distilled water plant with accessories, spares; air-conditioning plant; ultra violet lamps; scientific instruments. Loan 157; U.S. source. Bid deadline Aug. 22. Pharmaceutical Capsules Laboratories, Mehta House, Apollo St., Fort, Bombay.

☆ Cardboard ampoule cutters making machine, complete. Ref. NSIC/HP/2B-2796/62. To be delivered at Bombay. Bid deadline Aug. 19.

Double rotation oven unit, including automatic control panel, suitable for molding with 30 in. mold carriers; cooling unit, including water tank, pneumatically operated elevator platform, including air cylinder for raising, lowering mold carriers into water tank; conveyor table, extraction frame; aluminum mold carriers 30 in. diam.; centrifugal unit; P.V.C. paste dispenser unit; vacuum extractions unit. To be delivered at Ludhaiana (Punjab). NSIC/2D-2157/62.

Automatic cold nut press; automatic nut tappers, 5; universal tools, cutter grinder, with all attachments. NSIC/HP/2B-2550/62. Loan 144. Bid deadline Aug. 30. National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.

Israel

☆ Model F20 A CRCO, or equal, top and bottom case sealer to handle cases 8-20 in. long, 6½-16 in. wide, 5 in. wide, 5-15 in. high; complete with automatic infeed, 10 ft. compression unit. AID Loan 28; U.S. source. Subauthorization 791/1/115. Bid deadline Aug. 12. Government of Israel Supply Mission, 850 Third Ave., New York 22. Attention: N. Nisen. Tenders should refer to S/A number, be prepared on basis of f.a.s. U.S. port of exit, delivery desired by October, prices itemized and show both trade and cash discounts. Suppliers may devise own forms, in duplicate, for submitting tender to buyer.

☆ Dorr-Oliver, or equal, 6 ft. diam. x 8 ft. face, type 15F2A, decker washer, providing 151 sq. ft. filter area, with conveyor-repulper, constructed according to specifications. Loan 183; U.S. source. Sub. authorization 183/25. Bid deadline Aug. 14. Government of Israel Supply Mission, 850 Third Ave., New York 22. Attention: N. Nisen. Tenders should refer to S/A number, be itemized and show both trade and cash discounts. Suppliers may devise own forms, in duplicate, for submitting tender to buyer.★

Korea

☆ Automatic silk reeling machine (type 200 ends), 5 sets; "Bisu" disposing machinery, 1 set; cocoon boiling machine, high efficiency, type double baskets system, 1 set; rice bran oil refining plant. Loan 94; worldwide. Invitation DLF-2072-P. Bid deadline Aug. 16. Office of Supply, Republic of Korea, Seoul. ★

Mozambique

Machinery for milling coconut shells into flour, producing desiccated coconut meal. Sociedade Agricola do Madal, SARL (general merchant, exporter, importer, commission agent), Rua D. Luis Filipe or P.O. Box 19, Quelimane. WTD 5/6/60.

Netherlands

Handtools such as staplers for fastening wood fiber sheets to wooden laths by means of shot-in headless nails. Van Wijngaarden & Co's Handelmaatschappij N.V. (importing distributor), 60 Pelgrimsstraat, Rotterdam 7.

Pakistan

☆ Hardness testing machine, single spindle automats with standard accessories; cold thread rolling machines; 5 kw. muffle furnace with automatic temperature controller, surface grinding machine; 200 kv.-a. 3-ph. transformer with tappings; compressor unit; compressor spray painting automat unit; double-ended polished heads, barrel chrome plate with standard accessories; bright nickel plating plant; oil firing saltbath pot furnace; 60 tons, Mueller, single-sided recetric press; open front eccentric press; heavy-duty contour band sawing, fitting, grinding, polishing machine; eccentric plate shears. Loan 194; worldwide. Credit amount, $73,500. Bid deadline Aug. 23.

Pakistan Cycle Industries, Ltd., 34 Jinnah Ave., Dacca 2. Cable: PACIL, Dacca (East Pakistan). Copies of specifications obtainable from Bank of America, Far Eastern Div., New York, N.Y.★

☆ Shaving machine, knife 600 mm. with grinding wheels, fully automatic, setting, sammying machine; length 2,200 mm. without hydraulic effect, fully automatic staking machine, staking head 2ə0 mm. glazing machine, inclined bed, buffing machine, 600 mm. leather surface measuring machine, 2,400 mm. leather spraying equipment with compressor, 6 attachments; all machines to be equipped with modern technical device, with motors of 440 v., 3 ph., 50 c. Loan 194; worldwide. Credit amount $31,500. Bid deadline Aug. 24. Premier National Tannery, Ltd., 65 Jamal Khan Rd., Chittagong. Cable: SAWMILLS.

Spreading machine, drum type, with steam tubes at back, 72 in. width; rubber mixer 16 x 42 in. length, 1 set each. Loan 194; worldwide. Credit amount, $3,360. Bid deadline Aug. 23. M.s Premier Rubber Belting Mfg. Co., Ltd., Daryalal St., Jodia Bazar, Karachi. Cable: GOODWILL.

Woodworking machines. Direct purchase and agency. Hajisons (importing distributor), 14 Brandreth Rd., Lahore. WTD 6/22/62.

Taiwan

☆ Stretch nylon machine; high-speed ring-doubling machine, cone winder. Loan 113; worldwide. Credit amount, $45,000. Bid deadline Aug. 22. China Development Corp. for General Textile Mfg. Co., Ltd., Cable: CHIDELCO, Taipei.★

☆ Wood grain reproducing machine, with spare equipment, cylinder plate, compressor with pressure reducing valves; panel filling machine, with accessories. Loan 113; worldwide. Bid deadline Aug. 21. China Development Corp. for Neo-Eastern Development Co., Ltd. Cable: CHIDELCO, Taipei.★

Tunisia

1 carbonizing machine without drier, cap. 300 kg./hr.; 1 spinning machine for carded wool, cap. 600 kg. daily; 1 tearing machine, cap. 200-250 kg./hr.; requests replies in French. Compagnie Lainiere Tunisienne (processor), 70 rue Abdelwahab, Tunis. WTD 6/27/62.

356 General Industrial Machinery, Equipment

Cyprus

★★ Complete machinery for aerosol production line. Chris. Pattichis, P.O. Box 300, Limassol.

★★ Deep-well turbine pumps, submersible pumps for partial assembly. Kyriakos P. Loizou, 11-17 Paphos St., Nicosia.

Iran

Turbine pumps for irrigation. S. Abulhassan & S. Mohammad Ali Mortazavi (importing distributor), 64 Passage Sedghi Nejad, Ave. Saadi, Tehran. WTD 7/5/62.

Italy

Ventilators; hydraulic, cement injection, other industrial pumps; requests replies in Italian or French. Direct purchase and agency. Rivom (wholesaler, retailer, agent installer), Via dei Cerchi 77/83, Rome.

New Zealand

● Pumps, 2, slipring motor driven horizontal pumping sets each rated at 12,000 Imperial g.p.m. against total head of 85 ft. plus accessory equipment, spares; tender for contract 407. Bid deadline 4 p.m. Sept. 25. Secretary, Tenders Committee, New Zealand Electricity Dept., Wellington. Specifications may be perused at New Zealand Government Office, Washington, D.C., or Montreal. (Telephone: WOrth 7-5589)★

358 Service Industry Machines

Cyprus

★★ Central, package type air conditioners. Direct purchase or agency. E. K. Torikian, 62 Regaena St., Nicosia.

★★ Spare parts for refrigeration units, also components. Cyprus Refrigeration Industries 'SINA,' 56 Evagoras Ave., Famagusta.

★★ Freezer units for insulated trucks. Cyprus Cold Stores, Ltd., P.O. Box 300, Nicosia.

★★ Air conditioners, other electrical appliances. S.L. Eliades & Co., P.O. Box 389, Nicosia.

★★ Line of air conditioners. Alexander Dimitriou & Sons, Ltd., P.O. Box 532, Nicosia.

★★ Freezing, packing equipment for vegetables. Cyprus Canning Co., Ltd., Limassol.

Iraq

1 icemaking plant to manufacture block ice, with all accessories, any necessary auxiliary equipment; cap. 10-20 tons daily; weight of each block 25 kg.; electric current 220 v., 50 c.; requests catalogs, price quotations C & F Basra, shipping time. Al Rafidain Commerce & Commission Bureau (commission merchant), Ashar, Basra. WTD 11/28/61.

Italy

Latest type of coin-operated vending machines for candy, cigarettes, beverages except pin ball, amusement machines; motors to be wired for 50 c. Direct purchase and agency. Euromaten. Attention: Ing. Luigi Bossi (importing distributor, manufacturer's agent), 69 Via Rodolfo Lanciani, Rome. WTD 4/2/62.

Air-conditioning units to both heat, cool air. Oscar Baccianini, Ditta Baccianini (importer, wholesaler, retailer), Via dell-Archetto 27/a, Rome.

Autonomous air-conditioning units for large air-conditioning systems, air-conditioning compressors; requests replies in Italian or French. Direct purchase and agency. Rivom (wholesaler, retailer, agent installer), Via dei Cerchi 77/83, Rome.

361 Electric Transmission, Distribution Equipment

Cyprus

★★ High, low tension electrical material, equipment. A. P. Loizou, P.O. Box 96, Nicosia.

★★ Circuit breakers, 60 a. and up. Nemitsas, Ltd., P.O. Box 124, Limassol. NCIA.

India

● Supply, erection of switching, transformer substations. Tender PS/AC/39. Bid deadline Oct. 16. General Manager & Chief Engineer, Railway Electrification, 235 Acharya Jagodish Bose Rd., Calcutta 20, for $21, not refundable. Tender for reference only at India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C.

Greece

● Power supply; estimated value $80,000; tender 5986, bid deadline Sept. 11. Greek Telecommunications Organization (OTE), 4 Sophocleous St., Athens. If tender awarded U.S. firm, procurement will be charged against AID procurement authorization. (Telephone: WOrth 7-4242)★

Italy

Electrogenerators, 1-20 kw., 50-100 kw.; requests replies in Italian or French. Direct purchase and agency. Rivom (wholesaler, retailer, agent installer), Via dei Cerchi 77/83, Rome.

Pakistan

Electrical tools, equipment: Grinding machines; power saws; bandsaws; welding machines, equipment; portable tools; bench drills; handtools. Direct purchase and agency. Hajisons (importing distributor), 14 Brandreth Rd., Lahore. WTD 6/22/62.

363 Household Appliances

Cameroon

★★ Kerosene cookers, ranges. R.A. Chidiac & Cie., BP 1092, Yaoundé.

Cyprus

★★ Electrical appliances. M. Efthymiades & D. Economides, Lycourgos St. 28, P.O. Box 404, Nicosia. NCIA.

★★ Domestic-type sewing machines. Nicos Souliotis & Sitovim, Ltd., P.O. Box 62, Limassol.

★★ Home appliances. Christ. Haggipavlu & Sons, Ltd., Haggipavlu St., Limassol.

★★ Bar equipment, mixers, shakers, cookers, related items. Amethyst, 13-14 Homer Ave., Nicosia.

★★ Electrical appliances. S.L. Eliades & Co., 40 Larnaca Ave., P.O. Box 389, Nicosia.

Iraq

● Mobile fans, can be fitted on wall, ceiling, table; tender ORD/130/61. Bid deadline Sept. 12. Director of Contracts & Purchases, Ministry of Defense, Baghdad.

365 Radio, Television Sets, Except Communication Types

Cyprus

★★ Transistorized radios, record players, records. I.A. Cabras & Bros., P.O. Box 118, Nicosia.

Netherlands Antilles

Electronics equipment, home entertainment type: Phonographs, tape recorders, hi-fi amplifiers, speakers, related items. Delvalle Hermanos & Co. N.V. (wholesaler distributor, retailer), 17 Herenstraat, Willemstad, Curaçao. WTD 7/11/62.

366 Communication Equipment

Cyprus

★★ Mobile communication units. E. N. Prastitis & Bros., P.O. Box 153, Famagusta.

Niger

☆ Material, equipment required in construction of 1,062 mile open wire telephone line, modification of existing 500 mile line. Bid deadline extended to Sept. 30. Niger Post & Telecommunications Office, Niamey.★

367 Electronic Components, Accessories

Ecuador

Materials for complete line of assembly of radio receivers of 2, 3, 4 bands, excluding cabinets. Colegio Don Bosco (boys' technical college), P.O. Box 177, Quito.

369 Miscellaneous Electrical Machinery, Equipment, Supplies

Cyprus

★★ Electronic medical equipment. Cyprus Drug House, 39-41 Liperti St., Nicosia.

Hong Kong

● Dry batteries for flashlights, 260,000; ref. stores C/52/39/62. Bid deadline noon Aug. 10. Controller of Stores, Stores Dept., Oil St., North Point, Hong Kong. (Telephone: WOrth 7-5345) ★

India

● Complete unit of cobalt 60-teletherapy unit with rotational beam therapy and beam cathers unit for treatment of cancer patients. Bid deadline Aug. 21. Tender documents available from India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C., for $2.10 per set.

Viet-Nam

● Ultraviolet, fingerprint equipment; Laboratory mineralight with ultraviolet tube, batteries; fingerprint kit, accessories; intelligence tape recorder designed for police work; portable crime laboratory kit. Tender 0589-28062. Bid deadline Aug. 10. Central Purchasing Authority, P.O. Box H-5, Viet-Nam. Cable: MAIDICH Saigon. (Telephone: worth 7-2934 ★

371 Motor Vehicles, Equipment

Cyprus

★★ Electrical equipment for motor vehicles. E. K. Toriklan, 62 Regaena St., Nicosia.

Germany

All kinds of automobile accessories, such as lamps, rear blinker signals; replies in German preferred. Direct purchase and agency. Adolf Beck, Inhaber Rudolf Bayer (importer, exporter, wholesaler, sales agent), 14 Alexanderstr., Esslingen a. Neckar.

373 Transportation Equipment

India

☆ Complete furnace body, lined, mounted on steel substructure, including 1 hearth door, complete motorized elevator drive, ½ hp., 220 v., 1 ph., 50/60 c.; 15 kv.-a. variable auto transformer drive, 2 separate circuits; globars, 16 in. efficiency heat, length x ⅝ in. diam. by 36 in. long overall, 1.480 Ohms ± 10%, 8 required; globar, terminal straps, clamps, 16; capacitrol on-off, indicating controller with thermocouple break protection, contractor; thermocouple 12 in., complete with head, terminal block, primary, outer porcelain protector tubes; 16 gage asbestos insulated copper alloy T/X lead wire, 25 ft.; operating spares. Loan 157; U.S. source. IL#AU/GL/MTC/48/DLF/361. Ref. 2(8)/62-AID-II. Bid deadline Aug. 27. Christensen-Longyear (India), Ltd., I.C. House, Dougall Rd., Ballard Estate, Bombay 1.

Turkey

★ Self-propelled barges. Ref. 117-EKD/3368. Loan 70: worldwide. Bid deadline Sept. 24. Turkiye Komur Isletmeleri Kurumu, Genel Mudurlugu, Etibank Binasi, Sihhiye, Ankara.

374 Railroad Equipment

India

Central buffer couplers for railroad wagons. K.T. Steel Industries Pvt., Ltd. (manufacturer), K.T. Bldg., Broach St., opposite Victoria Docks, Bombay 9. WTD 3/14/61.

379 Miscellaneous Transportation Equipment

Cameroon

★★ Wheelbarrows. Union Profess, Ltd., P.O. 73, Kumba, West Cameroon.

381 Engineering, Laboratory, Scientific, Research Instruments, Related Equipment

India

☆ Laboratory materials, equipment; tender B-1108; bid deadline Sept. 4. Hospital, laboratory equipment, materials; tender B-1109, PIO 386-P-54-AA-9-20244; bid deadline Sept. 14. Purchase against these inquiries restricted to equipment of U.S. origin or manufacture. India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C. List. ★

Iraq

● Distilling apparatus; 100 automatic water stills. cap. 4-5 l. per hour, paraffin heated; tender SIGS/4, bid deadline Aug. 13. Specifications obtainable from Directorate of Contracts & Purchases, Ministry of Defense, Baghdad, for $1.40 per copy. ★

U.A.R. (Egypt)

Equipment for complete materials testing laboratory, products ranging from battery test bench to fatigue testing machines, thickness gages. Bid deadline Sept. 1. Technical Dept., El Nasr Automotive Manufacturing Co., WADI HOF, Helwan. ★

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

Australia

Fire alarm thermostat spot detector units, rate of rise type; must operate within 2½ min. on 40° F. rise per min. from ambient temperature of 70° F., not less than 135° F. when subject to rise of 4° per min. from ambient temperature of 70° F.; approved by U.S. Fire Underwriters Laboratory, Australian Standard A 122-1961. Matthews Fire Alarm Pty., Ltd. (importing distributor, manufacturer), 77 Annie St., New Farm, Brisbane. WTD 5/24/61.

Germany

Thermostats with thermal return lead (circuit). Studt & Co. (importing distributor), von Essen Str. 58, Hamburg 21.

Industrial thermometers. Burger Industriewerk KG (manufacturer), 1-4 Hermann-Burger-Str., Schonach/Schwarzwald. WTD 6/16/62.

Taiwan

● Flow measurement devices, spare parts, 7 sets; 1 set flow transmitting, receiving instruments; for Taipei waterworks project; CIC GF3E9862J, bid deadline Aug. 14. Entire $4.4 million project finances by IDA loan; purchase being handled through Purchasing Dept., Central Trust of China, 68 Yen Ping South Rd., Taipei. ★

384 Surgical, Medical, Dental Instruments, Supplies

Cyprus

★★ Surgery, pediatric equipment. Cyprus Drug House, 39-41 Liperti St., Nicosia.

Ecuador

● Medical equipment for Ambato Hospital. Bid deadline Sept. 13. Secretario de la H. Junta de Licitaciones, Calle Guayaquil 1575, Quito. Specifications available from Seccion General del Ministerio de Prevision Social, Calle Espejo y Guayquil, Quito, for $5 airmail.

Syria

● Equipment, furnishings for equipping 150-bed hospital in Suwayda. Bid deadline Aug. 30. Syrian Ministry of Health, Damascus. (Telephone: WOrth 7-2934) ★

386 Photographic Equipment, Supplies

Aden

Movie projectors, cameras; built for 220-40 v. Messrs. M. Bentob Messa (Aden), Ltd. (importing distributor, manufacturer's agent), 60 King Solomon St., Crater, or P.O. Box 310, Aden. WTD 6/28/62.

Argentina

Microfilm equipment for recording of documents complete with classification system; high speed or advanced automation not desired. Instituto Olivares-Raul M. Olivares (duplicating firm), Lavalle 1368-74, Buenos Aires. WTD 4/2/62.

England

Cameras, enlargers, photoprinting machines, photographic papers. Fotazo, Ltd. (manufacturer, distributor, importer, exporter), 14 Rathbone Pl., London, W.1. WTD 6/20/62.

Gabon

★★ Photographic equipment, camera, films, developing materials, 8 mm. movie equipment. Blaise Paraiso, B.P. 225, Libreville, Gabon.

391 Jewelry, Silverware, Plated Ware

Belgium

All kinds of cuff links, preferably de luxe; requests prices, photographs. Gustave Pype (importer), 9a rue de Flandre, Ostend.

Cuff links, quality merchandise; requests catalogs, samples, prices. De Kock (importer, distributor), 68 Ave. Notre-Dame de Lourdes, Brussels.

395 Pens, Pencils, Other Office, Artists' Materials

Congo (Brazzaville)

★★ Ballpoint pens. Centre Cooperatif, BP 620, Brazzaville.

Cyprus

★★ Line of fountain pens. Demetrios A. Gabrielides, Saripolou 44, 46, 48, Limassol.

396 Costume Jewelry, Novelties, Buttons, Miscellaneous Notions

Congo (Brazzaville)

★★ Local handicraft items. Federation Nationale des Syndicate de Cooperatives, B.P. 2406, 186 rue des Gabonais, Brazzaville, Congo.

Netherlands

Decorative hairclips, safety pins; low-priced items. Firma Wallage (importing distributor), 22 Rademarkt, Groningen.

Nylon, metal watchbands, novelty costume jewelry. Direct purchase and agency. H. Rosenthal (importing distributor, manufacturer's agent), 2 Rooseveltlaan, Amsterdam-Z.

Slide fasteners. N.V. Amatex (manufacturer), 20 Industrieweg, Maassluis. WTD 6/12/62.

398 Miscellaneous Manufacturing Industry Products

Greece

● Linoleum 40,000 sq. m. Bid deadline Aug. 17. Greek Telecommunications Organization (OTE), 4 Sophocleous St., Athens. (Telephone: WOrth 7-5255) ★

399 Miscellaneous Manufacturing Industry Products

Australia

All hobby lines such as model plane, shipbuilding kits, engines, accessories, scientific toys. Jones & Joseph Pty., Ltd. (manufacturer's representative), 32 Rosehill St., Redfern, Sydney. WTD 3/9/62.

Netherlands

Fireworks novelties. Firma H. A. J. Kaemingk (importing distributor), P.O. Box 7, Aalten.

Smokers' requisites including tobacco pipes; low-priced items. Firma Wallage (importing distributor), 22 Rademarkt, Groningen.

Turkey

☆ Construction materials: Round steel bars, steel sheet piling, beams, channels, cast-iron pipe with spigot, socket; bid deadline July 30.

Superstructure materials, fixed equipment, rail, 46,303 kg. per m.; tie plate No. 1; tie plate No. 2, screw spike, creep anchor, bolt and lock washer, simple switch set (complete), double slip points set (complete), revolving bridge at 23 m. size, tons weigh bridge; bid deadline July 31.

Machine vehicle, equipment: Tractor, crawler, heavy type 1, angledozer, heavy type 1, dump truck, pickup truck, station wagon, traxcavator, 1, 50m3, compressor, portable, 600 cf. wagondrill, rock crusher, electric-generating plant, diesel, 50 kw., portable building for workshop, workshop equipment, wire ropes, grease truck, ballast regulator, truck tamping machine, hydraulic power jack, trackline, adzing machine, tie drill, inspection car, wheel and axle assemblies T.I. series trailer, spare parts; bid deadline Aug. 1.

Loan 139; U.S. source. Address requests for additional details, specifications, other information to Government of Turkey, Ministry of Public Works, Ankara.

502 Drugs, Chemicals, Related Products

Cyprus

★★ Patent medicines. Rustem & Co., 10 London St., Nicosia.

503 Dry Goods, Apparel

Cameroon

★★ Readymade shirts, underwear. Société Nationale Camerounaise Pour Le Commerce L'Industrie, Et Le Developpement, BP 4054, Douala.

Congo (Brazzaville)

★★ Clothing. Centre Cooperatif, BP 2046, Brazzaville.

★★ Men's, women's, children's clothing. Centre Cooperatif, BP 620, Brazzaville.

France

All kinds of raw furs; raw hides, skins; requests in French. Pelleteries Henry Goldflam (dealer), 35 Faubourg Poissonniere, Paris 9e.

Israel

★★ Machinery for hulling, polishing rice. A. Carasso & I. Shlomo & Sons, 22 Zevulun St., Tel Aviv.

Mozambique

Tea-processing machinery. Empresa Agricola do Mococha Lda. (tea grower, processor, exporter), P.O. Box 2, Vila Junqueiro.

Pakistan

☆ Tinplate varnishing machines, accessories, for tin-printing plant, max. size for insertion 33½ in.; dies of 5-10 lb. for round ties; curling machines, accessories, for curling, applying liquid rubber, compared on lids from 50-360 mm., seaming machines and accessories for round tins. Loan 194; worldwide. Credit amount, $7,600. Bid deadline Aug. 14. Sh. Fazal Rehman & Sons, Ltd., Industrial Area, Multan (West Pakistan). Cable address: NASIR.

☆ Perble range with 24 pcs. cylinders, continuous bleaching range with sodium chloride, working width 1,650 m./m., 1 set, with necessary air compressors, meters, control panel, switches, standard spare parts, accessories; high pressure dyeing machine, high pressure jigger, 1 set, with motors, switches, standard accessories. Loan 113; worldwide. Credit amount, $98,000. Bid deadline Aug. 3. China Development Corp. for Tung Ho Spinning, Weaving & Dyeing Co., Ltd., 54 Ming-Sien Rd., Tainan, Taiwan. ★

☆ Plate-cutting forming machine (vibroshear); square shearing machine; infrared paint-drying oven; dynamic balancing machine; cylindrical grinder; press type spot-welding machine; universal folding, bending, molding machine. Loan 113; worldwide. Credit amount, $13,000. Bid deadline Aug. 8. China Development Corp. for Chung Mei Frouz, Ltd. Cable address: CHIDELCO, Taipei. ★

504 Groceries, Related Products

Cameroon

★★ Bananas. Cameroons Fruit Co., 26 Halfmile, Victoria, Cameroon.

★★ Cotton, nylon shirts for men, leather shoes, children's clothing; Transcame, B.P. 1194, Yaoundé, Cameroon.

★★ Readymade clothing. Cameroon Import Export Co., B.P. 21, Victoria, West Cameroon.

★★ Men's, women's, children's ready-to-wear. Goodwill Bros. Ltd., B.P. 1, Tiko, West Cameroon.

505 Farm Products, Raw Materials

Cameroon

★★ Leaf tobacco. Syndicat Des Commercants Camerounais, BP 56, Douala, New Bell.

509 Miscellaneous Wholesale Products

Cameroon

★★ General store merchandise. Bamenda Cooperative Marketing Assn., Ltd., B.P. 41, Bamenda, West Cameroon.

★★ General store merchandise. Chimmy Bros. & Sons, General Goods Stores, P.O. Box 68, Tiko, West Cameroon.

★★ General store merchandise. Maison Commerciale Camerounaise-Macocan, B.P. 155, Mtalmayo, Cameroon.

552 Motor Vehicle Dealers

Cameroon

★★ Secondhand trucks, small. Cameroon Trading Importer & Exporter, B.P. 62, Victoria, West Cameroon.

593 Antique, Secondhand Store Products

Cameroon

★★ Secondhand clothing. Cameroon Trading Importer & Exporter, B.P. 62, Victoria, West Cameroon.

★★ Secondhand clothing. Transcanl, Import Export Co., B.P. 1194, Yaoundé, Cameroon.

Cameroon

★★ Secondhand clothing. Société Nationale Camerounaise Pour Le Commerce, L'Industrie, Et Le Developpement, BP 4054, Douala.

732 Consumer Credit Reporting Agencies; Mercantile Reporting Agencies; Adjustment, Collection Agencies

Cyprus

★★ Credit reports, market surveys, private investigation work. Argus Information Service, Larnaca Rd., Nicosia.

891 Engineering, Architectural Services

India

● Engineering services for design, supply, erection, commissioning of equipment for electrical repair shop. Bid deadline Dec. 1. Tender documents ASP/PUR/GT/2(I)/62/2 available from General Manager, Hindustan Steel, Ltd., Durgapur, for $10.50, not refundable. Documents available for inspection at India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

201 Meat Products

Netherlands

Frozen turkeys, chickens; a, b quality. Dutch Export & Import Office (commission merchant), 190 Eerste Helmersstraat, Amsterdam.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Netherlands

Canned fish, fruit; popular price range. H. F. Buseck (manufacturer's agent), 28 Schubertstraat, Amsterdam.

204 Grain Mill Products

Singapore

Soybean meal for poultry feedstuffs; 44%, 50% protein. Malaya Union Co., Ltd. (general merchandise importer, exporter, wholesaler), 154 Clemenceau House, Clemenceau Ave., Singapore 9. WTD 7/26/61.

208 Beverage Industry Products

South Africa

Fruit juice bases, concentrates for manufacture of mineral waters. David & Salkow (incorporating Wynberg Mineral

Water Works) (manufacturer), Wolfe St., Wynberg, Cape.

209 Miscellaneous Foods

Pakistan

Tallow. Eastern Supply Co. (importing distributor, commission merchant), 25 Brandreth Rd. or G.P.O. Box 245, Lahore. WTD 6/25/62.

220 Textile Mill Products

Germany

Fabrics for foundation garments; elastic, nonelastic, plain, patterned; net. Wilhelm Hohnroth (manufacturer's agent), 40 Windhalmweg, Stuttgart-Plieningen. WTD 6/16/62.

Singapore

Fabrics of cotton, wool, synthetics. Agency from U.S. exporters, jobbers; agency for nylon taffeta direct from U.S. manufacturer. Malaya Union Co., Ltd. (general merchandise importer, exporter, wholesaler), 154 Clemenceau House, Clemenceau Ave., Singapore 9. WTD 7/26/61.

221 Broad Woven Fabric Mill Products, Cotton

Cyprus

★★ Textiles. E. Philippou, Ltd., 41 Ledra St., Nicosia. NCIA.

225 Knitwear

Germany

Men's, boys' underwear, socks; requests replies in German from U.S. manufacturers. Wilhelm Goertz KG (manufacturer's agent), 38 Genevevastr., Koeln-Muelheim. WTD 6/19/62.

230 Apparel

Germany

Baby clothing; women's dresses, slips, housecoats, maternity dresses. Ellen Kayser (manufacturer's agent), 4 Paul-Finger-Str., Koeln-Junkersdorf. WTD 12/6/61.

Men's, boys' shirts, dressing gowns, pajamas; requests replies in German from U.S. manufacturers. Wilhelm Goertz KG (manufacturer's agent), 38 Genevevastr., Koeln-Muelheim. WTD 6/19/62.

264 Converted Paper, Paperboard Products

Netherlands

Self-adhesive tapes; transparent, colored. Drukkerij J. M. Don (manufacturer, importing distributor), 42a Willem Beukelszoonstraat, Vlaardingen.

281 Industrial Chemicals

Belgium

Thermosetting binders for steel, iron foundries; binders for green sand castings. Ets. Magnus, 4 Haakstraat, Dworp.

Cyprus

★★ Chemicals. E. Philippou, Ltd., 41 Ledra St., Nicosia. NCIA.

★★ Basic Chemicals. Stelios Tryfon & Sons, Ltd., P.O. Box 618, Nicosia.

Netherlands

Chemicals for paper manufacturing industry. C. S. Th. Paap—Agentuur & Commissie (manufacturer's agent), 4 Schralenhouw, Ede. WTD 6/4/62.

Pakistan

Chemicals (coal tar dyes). Eastern Supply Co. (importing distributor, commission merchant), 25 Brandreth Rd., G.P.O. Box 245, Lahore, Pakistan. WTD 6/25/62.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

Germany

Synthetic fibers; requests replies from U.S. manufacturers. Herbert Herrnstaedter (manufacturer), 31 Albrechtstr., Bielefeld. WTD 12/1/61.

283 Drugs

Ceylon

Pharmaceuticals. M.S. Maniam & Co. (importing distributor), 30 Kasturiyar Rd., Jaffna. WTD 6/25/62.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics, Other Toilet Preparations

Cyprus

★★ Cosmetics. Miltiades G. Coukides & Co., Ltd., P.O. Box 38, Nicosia. NCIA.

289 Miscellaneous Chemicals

India

Sulfur. Exclusive agency. Ganeshnarayan Brijlal Pvt., Ltd. (commission merchant), 32 Ezra St. or P.O. Box 2109, Calcutta 1. WTD 9/27/61. Specifications.★

306 Fabricated Rubber Products Not Elsewhere Classified

Cyprus

★★ Rubber, rubber foam, surgical gloves. Miltiades G. Coukides & Co., P.O. Box 38, Nicosia. NCIA.

Pakistan

Rubber tubing. Atlas Corp. (importing distributor, manufacturer's agent, manufacturer, commission merchant), Aurengzeb Market, opposite Radio Pakistan, Karachi. WTD 5/1/61.

333 Primary Smelting, Refining Nonferrous Metals

Netherlands

High purity silicon. N.V. Internationale Ertshandel "Wambersie" (importing distributor, agent), 7a Calandstraat, P.O. Box 1182, Rotterdam 2.

335 Rolling, Drawing, Extruding Nonferrous Metals

Pakistan

Copper, brass, tinplate, zinc. Yu-Slim & Co. (manufacturer's agent, commission merchant, importer-distributor), Plaza Bldgs., Queen's Rd., Lahore. WTD 7/21/61.

342 Cutlery, Handtools, General Hardware

Cyprus

★★ Handtools including files. Miltiades G. Coukides, P.O. Box 38, Nicosia. NCIA.

Pakistan

Drills, reamers, taps, tip tools, tips, files, hobbing cutters, fitter vices, hand grinders, hacksaw blades (machine and hand). Eastern Supply Co. (importing distributor, commission merchant), 25 Brandreth Rd. or G.P.O. Box 245, Lahore. WTD 6/25/62.

343 Heating Apparatus, Plumbing Fixtures

Italy

Components for heating systems: Radiators, boilers. Agency representation with depot. Raiter, Srl, Rappresentanze Industriali Termiche (manufacturer's representative), Via Aventina 3/a, Rome.

345 Screw Machine Products; Bolts, Nuts, Screws, Rivets, Washers

Cyprus

★★ Line of bolts, nuts. Miltiades G. Coukides, P.O. Box 38, Nicosia. NCIA.

352 Farm Machinery, Equipment

Pakistan

Heavy tractors for agriculture. United Commercial Agencies (importing distributor, manufacturer's agent, commission merchant), 53 Wazir Mansion, Nicol Rd., Karachi. WTD 6/12/62.

353 Construction, Mining, Materials Handling Machinery, Equipment

Ceylon

Wishes to act for American engineering, supply firms, particularly with interest in Katunayake airport project. Quickshaws, Ltd. (importing distributor), 3 Kalinga Pl., off Jawatta Rd., Colombo 5. WTD 5/31/61.

354 Metalworking Machinery, Equipment

Pakistan

Machine tools: Milling machines, radial drills, drills, hobbing machines, boring machines, grinding machines, shaping machines, planing machines. Lathes: Turret lathes, capstan lathes, coping lathes, automatic screw cutting lathes, honing lathes. Electric drills, electric grinders, electric blowers, milling cutters. Eastern Supply Co. (importing distributor, commission merchant), 25 Brandreth Rd. or G.P.O. Box 245, Lahore. WTD 6/25/62.

356 General Industrial Machinery, Equipment

Cyprus

★★ Bearing, pillow blocks. Cyprus Engineering Stores, P.O. Box 40, Limassol.

358 Service Industry Machines

Cyprus

★★ Air conditioners, refrigerators. E. Philippou, Ltd., 41 Ledra St., Nicosia. NCIA.

★★ Line of refrigerators. Centragaz, Ltd., 15 Nicocles St., Nicosia.

Greece

Air-conditioning systems, units. Zenon Dardoufa & Co. (manufacturer's agent), 21 Carori St., Athens. WTD 6/28/62.

Italy

Room air conditioners, components for large air-conditioning systems, automatic regulating equipment for air-conditioning systems such as thermostats, humidity regulators, motorized valves. Agency with

depot. Raiter, S.r.l., Rappresentanze Industriali Termiche (manufacturer's representative, installer), Via Aventina 3/a, Rome.

359 Miscellaneous Machinery

South Africa

Specialized hydraulic equipment such as pumps, valves, cylinders. Exclusive agency. Technical Supplies Co. (Pty.), Ltd. (importer, wholesaler, manufacturer, agent), 58-60 Rosettenville Rd., Newcentre, or P.O. Box 1416, Johannesburg. WTD 6/6/62.

362 Electrical Industrial Apparatus

Pakistan

Welding electrodes. C.I.C. Enterprises, Ltd. (manufacturer's agent, importing distributor, commission merchant), 60 The Mall, Lahore. WTD 8/8/61.

363 Household Appliances

Cyprus

★★ Gas stoves. Centragaz, Ltd., 15 Nicocles St., Nicosia.

Netherlands

Electric household appliances. Handelsonderneming Evaco Nederland (manufacturer's agent), 340 Diependaalselaan, Hilversum. WTD 6/18/62.

365 Radio, Television Sets

Cyprus

★★ Radios, phonographs. Kypronics, 19 Homer Ave., Nicosia.

Spain

Radios, television sets. Candido Delgado Ramos (manufacturer's agent), Gaspar Fernandez 2, Santa Cruz de Tenerife (Canary Islands). WTD 7/6/62.

366 Communication Equipment

Cyprus

★★ Radio transmitting, receiving sets. Kypronics, 19 Homer Ave., Nicosia.

371 Motor Vehicles, Equipment

Netherlands

Brake lining. Technische Handelsonderneming H. Masmeijer (importing distributor, manufacturer's agent), 89 Nicolaas Beetsstraat, Amsterdam-W. WTD 6/7/62.

Pakistan

Automotive spare parts. C.I.C. Enterprises, Ltd. (manufacturer's agent, importing distributor, commission merchant), 60 The Mall, Lahore. WTD 8/8/61.

381 Engineering, Laboratory, Scientific, Research Instruments, Related Equipment

Cyprus

★★ Electronic, laboratory instruments, equipment. Kypronics, 19 Homer Ave., Nicosia.

384 Surgical, Medical, Dental Instruments, Supplies

Ceylon

Surgical dressings. M.S. Maniam & Co. (importing distributor), 30 Kasturiyar Rd., Jaffna. WTD 6/25/62.

386 Photographic Equipment, Supplies

Switzerland

Photographic slide projectors, fully automatic, 220 v., 50 c. Perrot S.A. (importing distributor), 5 Rue Neuve, Bienne. WTD 3/23/62.

394 Toys; Amusement, Sporting, Athletic Goods

Belgium

First quality toys, except electrical. Exclusive agency. Wichern & Co., S.A. (importer, wholesaler), 179 rue des Images, Antwerp.

Rhodesia, Nyasaland

Sporting goods. Bath agencies (manufacturer's agent), P.O. Box 330, Blantyr, Nyasaland. WTD 6/28/62.

399 Miscellaneous Manufacturing Industry Products

Netherlands

Equipment, dispensers for self-adhesive tapes. Drukkerij J. M. Don (manufacturer, importing distributor), 42a Willem Beukelszoonstraat, Vlaardingen.

Norway

Advertising novelties. Chr. Farup (manufacturer's agent), 32 Dronningensgate, Oslo. WTD 4/7/62.

891 Engineering, Architectural Services

Israel

★★ Wishes to represent firm of architects and engineers offering professional service in all fields. Dr. Adolph Feingold, 24 Ben Ami St., Acco. NCIA.

Leads for Importers

Commodities are offered direct unless specified.

011 Field Crop Farm Products

Cameroon

★★ Coffee, sugarcane, peanuts. Bermuda Federated Coffee, Merrs Nobajen Kungaba & Co., Farmers Trading Society Reg. 71785, Bali, West Cameroon.

012 Fruit, Tree, Nut, Vegetable Farm Products

Cameroon

★★ Bananas. Cameroons United Co., Box 47, Victoria.

013 Livestock Farm Products

Cyprus

★★ Raw wool. Nicos Souliotis & Sitovim, Ltd., P.O. Box 62, Limassol.

091 Fishery Products

Cyprus

★★ Raw sponges. Nicos, Souliotis & Sitovim, P.O. Box 62, Limassol.

201 Meat Products

Cameroon

★★ Cow hides; goat, lizzard skins. Al Hadji Mahmoud Kouramou, BP 24, Yaoundé.

Cyprus

★★ Hides, skins; old firm exporting large quantity. Chr. Avraamides & Co., Ltd., P.O. Box 282, Nicosia.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Cyprus

★★ Almonds; shelled, in shell. Nicos Souliotis & Sitovim, Ltd., P.O. Box 62, Limassol.

★★ Raisins, zivania (white distillation of grape) for wine industry. Vine Products Scheme, Synergatismos, P.O. Box 457, Limassol.

Fiji Islands

Mango, chutney, papaya chutney, pickled papaya, guava jelly, banana chips, breadfruit chips. Peter Slimmer, Manager, South Pacific Hostings, Ltd., Nadi, Fiji Islands. WTD 1/18/62.

208 Beverage Industry Products

Cyprus

★★ Famous red Greek wine. Christ. Haggipavlu & Sons, Ltd., Haggipavlu St., Limassol.

209 Miscellaneous Food Preparations, Related Products

Cameroon

★★ Palm produce, castor-oil beans. Bermuda Federated Coffee, Messrs. Nobajen Kungaba & Co., Farmers Trading Society Reg. 71785, Bali, West Cameroon.

228 Yarn, Thread Mill Products

Cyprus

★★ Carpet wool. Nicos Souliotis & Sitovim, Ltd., P.O. Box 62, Limassol.

239 Miscellaneous Fabricated Textile Products

Pakistan

Hand, machine embroidered, plain kashmiri shawls; various sizes, colors. Ebrahim Industries, 24 Punjab Block, Azam Cloth Market, Lahore. WTD 1/3/62.

241 Logging Camp, Contractors Products

Cameroon

★★ Logs. Cameroons United Co., P.O. Box 47, Victoria.

★★ Veneer, lumber quality; industrial logs. Swiss Lumber Co., Ltd., P.O. Box 100, Kumba, West Cameroon.

★★ Veneer, lumber quality logs. United Cameroon's Farmer's Produce Co., Ltd., c/o P.N. Akwa, P.O. Box 2, Kumba, West Cameroon.

★★ Logs. S.E.F.I.C., B.P. 209, Douala.

Congo (Brazzaville)

★★ Hardwood veneer logs. Jean Gouteix & Fils, B.P. 127, Pointe-Noire.
★★ Limba veneer logs. Item Africaine S.A., B.P. 7, Pointe-Noire.
★★ Logs. Robert Paul Picourt, B.P. 37 Pointe-Noire.
★★ Logs. George Pierre-Andre S.A., B.P. 303, Pointe-Noire.
★★ Limba logs. Lutafric, B.P. 587, Pointe-Noire.
★★ Logs, lumber. Boissangha S.A.R.L., B.P. 174, Brazzaville.

Gabon

★★ Logs Societe Raymond & Cie., B.P. 227, Port Gentil.
★★ African woods in log form. Compagnie Commerciale Agricole Et Forrestiere (C.C.A.E.F.), 5 rue Boudrau, Paris IKe Port Gentil, B.P. 551.
★★ Logs: Sipo, Khaya. Ets. A. Gallais S.A., B.P. 13, Port Gentil.
★★ Mahogany. Brunot, Jacob, Cavenba, Consortium de vente des Bois Africaine B.P. 74, Port Gentil.

242 Sawmill, Planing Mill Products

Cameroon

★★ Hand-sawn timber. Cameroons United Co., Box 47, Victoria.

Central African Republic

★★ Sawn lumber. Société D'Exploitations Forestieres Et Industrielles BP 3, Bangui.

Gabon

★★ Lumber. Société Equatoriale Des Bois, telegram: S.E.B., B.P. 27, Port Gentil.

243 Millwork Veneer, Plywood, Prefabricated Structural Wood Products

Congo (Brazzaville)

★★ Rotary cut Tchitola veneer. Plywoods-Plexafric, B.P. 717, Pointe-Noire.
★★ Limba veneer rotary cut. Société Eurofricaine pour le Commerce et l'Industrie (S.E.A.C.I.), B.P. 850, Pointe-Noire.

Netherlands

African lumber, veneer. Bekol Handelmaatshappij, Vlothavenweg, Amsterdam. WTD 7/3/62.

249 Miscellaneous Wood Products

Burma

Teak, other species of hardwood. Yin Whet Moh Co., 8A Maingay St., Moulmein, Burma. WTD 10/10/61.

Spain

Giftware of wooden statues, carvings, glass vases. Harry Wassall & Associates S.A., Torre de Madrid 5-12, Madrid 13. WTD 7/6/62.

275 Miscellaneous Publishing

Germany

Europe Production in the United States (ABC ed.) (stocking, distributing agent). ABC Verlagshaus, Darmstadt, Germany. WTD 5/15/62.★

281 Industrial Inorganic, Organic Chemicals

Cyprus

★★ Pitch turpentine, pine tar, pine oils. Pitch & Turpentine Industry, Paphos. NCIA.

322 Glass, Glassware, Pressed, Blown

Sweden

Glassware, chinaware, all kinds of gift articles. Scangothia, Sweden St., Badhusg, 1C. WTD 4/27/59.

328 Cut Stone, Stone Products

Scotland

Marble, jasper, noire, plain, felt-backed tiles. North British Linoleum Co., Ltd., Clepington Rd., Dundee, Scotland. WTD 7/18/62.

349 Miscellaneous Fabricated Metal Products

Belgium

Aluminum kitchenware. Pots, pans, pressure cookers. Aluminum Moderne, S.A., 348 rue de l'Orme, Vilvorde, Brussels. WTD 6/29/62.

354 Metalworking Machinery, Equipment

United Kingdom

★★ Small machinery, tools, accessories. E.K. Machine Tools, Blackbraes Rd., Nerston Industrial Area, East Kilbride, Glasgow.

384 Surgical, Medical, Dental Instruments, Supplies

Belgium

"L M D" vacuum-sealed mercury. Edward Assasian, 90 Ave. du Castel, Woluwe St. Lamber-Brussels. WTD 7/18/62.

391 Jewelry, Silverware, Plated Ware

India

Precious, synthetic stones; cut, polished. M. Khajulall & Co. (manufacturer, importer, exporter), Munshi Mahal, Jaipur City, Rajasthan, India. WTD 6/29/62.

396 Novelty Handicrafts

India

Handicraft goods, handloom materials, paintings, screens. Kalimpong Arts & Crafts Industrial Cooperative Society, Ltd. (manufacturer), Kalimpong, District Darjeeling, West Bengal. WTD 6/6/62.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses.

AUSTRALIA—Franklyn Leslie Brown, representing Specialty Press Pty., Ltd., 204 Wickham St., Valley, Brisbane, Queensland, interested in all phases of **printing and publishing industries.** Aug. 1 via San Francisco for 4 weeks; c/o Department of Commerce Field Office, 350 Fifth Ave., New York 1. Itinerary San Francisco, Chicago, New York.

Ing. Erich and Mrs. Charlotte Benesch, representing Rudolph Uherek, Feinmechanik und Apparatebau, 18 Barmherzigengasse, Vienna III, Austria, interested in contacting U.S. firms with view to exporting its machinery for production of **carbon and graphite electrodees.** Sept. 6 via New York for 2 months; c/o Otto M. Spitz, Austrian Trade Delegate in U.S., 31 E. 69th St., New York 21. Itinerary: New York; Pittsburgh, St. Marys, Pa.; Cleveland, Ironton, Ohio; Chicago; Milwaukee; Saginaw, Mich.; Hartford, Conn.

CAPE TOWN—Hubert F. Locke, representing Utility Agencies (Pty.), Ltd., Stal plein Bldg., 151 Plein St., P.O. Box 3799, Cape Town, South Africa, interested in purchasing **greeting card film positive reproductions,** particularly closeouts, everyday, and all-occasion cards. Aug. 13 via New York for 3 weeks; c/o Department of Commerce Field Office, Empire State Bldg., New York. Itinerary: New York, Chicago, San Diego, Los Angeles.

ENGLAND—Paul Wohanka, representing Conjoint Representation, Ltd., 619 Grand Bldgs., Trafalgar Sq., London, W.S. 2, interested in investigating possibilities of firm acting as **machinery** and **equipment** manufacturer's representative for U.S. firms in Near East, East Africa, and Far East. Sometime in Aug. for 2-3 weeks; Hotel Commodore, Lexington Ave. & 42d St., New York. Itinerary: New York, other cities as required.

GERMANY—Tillo Faulhaber, General Manager, and Fritz Math, Production Manager, Auto-Teile Praezision, 48 Kriegkstrasse, Frankfurt/Main, interested in importing **gears, mufflers, electric motors, clutches,** July 29 via New York for 4 weeks; 29 W. 64th St., Apt. 4D, New York Itinerary: New York, Detroit, Chicago, Racine, Toledo.

GHANA—A. E. Asare, representing Dento Mills, P.O. Box 16, Nsawam, Ghana, interested in obtaining agents to handle kente cloth, bow ties, cummerbunds, stoles, **jackets, belts, bookmarks.** End of Sept. via New York for 1 month; c/o Ghana Mission to U.N., 144 E. 44th St., New York. Itinerary; New York, Washington, Chicago.

KENYA—A. V. M. Malde, Shah Vershi Devshi & Co., Ltd., P.O. Box 1265, Nairobi, interested in markets for **tea.** Aug. 20 via New York for 3 weeks; A. C. Israel Commodity Co., Inc., 95 Front St., New York. Itinerary: New York, New Orleans.

MEXICO—Luis Neve Arriza, Omar Osorio Hernandez, and 30 chemical engineering students and professors from University of Puebla, Puebla, Mexico, interested in visiting U.S. **universities** and **industrial plants,** Sept. 5 via Laredo, Tex., for 23 days. Itinerary: Austin, Tex.; St. Louis; Memphis; Birmingham; New Orleans; Baton Rouge; Houston; Texas City.

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-5561 in Washington.

Information on NATO projects is available from Business Services Division, BIBO, or telephone WO 7-5420. U.S. firms not already certified to participate in NATO bidding should send a résumé of their qualifications to the Trade Opportunities Staff, BDSA, as described in the brochure on the NATO international competitive bidding program, available from that division.

A list of heavy construction projects and a list of building projects published during the second quarter of 1962 is available on loan.★

INDONESIA—Projected new government-owned Hotel Negara to be built at Sanur Beach, Bali, still in planning stage. (INTERNATIONAL COMMERCE, July 2, p. 25.) To be financed through $14-21 million Japanese reparations—guaranteed credit available to Indonesian Government for construction of hotels, other projects. Arrangement similar to one worked out for Hotel Indonesia in Djakarta, opening soon, expected to be used for Negara Hotel.

KUWAIT—U.S. firms interested in offering for sale supplies, equipment, and services for new hotel expected to be built in Kuwait within next year may write following firms for further details: Mohammad Seleh Behbehani, P.O. Box 341, Kuwait; Abdullah Yousef al-Ghanim, P.O. Box 223, Kuwait; Khalid Saleh al-Ghanim, P.O. Box 308, Kuwait.

PORTUGAL—Plans soon to replace wornout roadbuilding and maintenance equipment by Portuguese Roads & Highway Board (Junta Autonoma de Estradas), approx. $1,750,000 value, announced. Under proper legislation Minister of Public Works may authorize specialists of Roads & Highway Board to visit foreign production centers to collect data on which selection of equipment will be based.

SPAIN—Technical Secretary of Directorate General of Ports has announced plans for improvement of Port of Bilbao not yet approved. Bidding to be announced at year's end. Interested contractors address Direccion Facultative del Puerto de Bilbao, Bilbao.

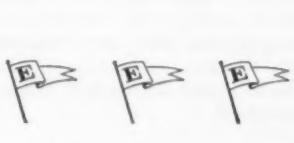
New Trade Lists

Trade Lists help you find customers, agents, distributors, licensees, and sources of supply abroad. Each list gives names and addresses of firms handling a specific commodity in one country. It also contains a summary of basic trade and industry data and other useful market information. Lists of importers and dealers indicate relative size of each firm, method of operation, products handled, territory covered, and size of sales force. Lists of exporters and manufacturers show relative size or production capacity of each firm and the products handled.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated July.

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from this Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Advertising Media—Honduras.
Air Conditioning and Refrigeration Equipment Importers, Dealers, and Manufacturers—Spain.
Business Firms—Corsica.
Coffee, Tea, and Cocoa Exporters—Costa Rica.
Dry Goods and Clothing Importers and Dealers—Ceylon.
Dry Goods and Clothing Importers and Dealers—Egypt.
Dry Goods and Clothing Importers and Dealers—Portugal.
Fertilizer Importers, Dealers, Manufacturers, and Exporters—Belgium.
Iron and Steel, Nonferrous Metal, and Building Material Importers and Dealers—El Salvador.
Jewelry, Silverware, Timepieces, and Giftware Importers and Dealers—Federal Republic of Germany, West Berlin.
Medicinal and Toilet Preparation Importers, Dealers, and Manufacturers—Argentina.
Plastic Material Importers, Dealers, and Manufacturers—Belgium.



People who know say

". . . for expert export assistance, contact the nearest Department of Commerce Field Office."

Albuquerque, N. Mex., U. S. Courthouse, Phone: CHapel 7-0311, Ext. 386
Atlanta 3, Ga., 4th Fl., Home Savings Bldg., 75 Forsyth St., N.W., Phone: JAckson 2-4121, Ext. 6000
Boston 10, Mass., Room 230, 80 Federal St., Phone: CApitol 3-2312
Buffalo 3, N. Y., 504 Federal Building, 117 Ellicott St., Phone: TL. 3-4216
Charleston 4, S. C., Area 2, Sergeant Jasper Bldg., West End Broad St., Phone: 722-6551
Cheyenne, Wyo., 207 Majestic Bldg., 16th & Capitol Ave., Phone: 634-2731
Chicago 6, Ill., Room 1302, 226 West Jackson Blvd., Phone: ANdover 3-3600, Ext. 743
Cincinnati 2, Ohio, 809 Fifth Third Bank Bldg., 36 E. Fourth St., Phone: DUnbar 1-2200, Ext. 345 & 346
Cleveland 1, Ohio, 4th Floor, Federal Reserve Bank Bldg., E. 6th St. & Superior Ave., Phone: CHerry 1-7900
Dallas 1, Tex., Rm. 3-104 Merchandise Mart, 500 South Ervay St., Phone: RIverside 8-5611
Denver 2, Colo., 142 New Custom House, 19th & Stout Street, Phone: KEystone 4-4151, Ext. 598
Detroit 26, Mich., 438 Federal Building, Phone: WOodward 3-9330, Ext. 510
Greensboro, N. C., Room 407 U. S. Post Office Bldg., Phone: BRoadway 3-8234
Honolulu 13, Hawaii, 202 International Savings Bldg., 1022 Bethel St., Phone: 58831, Ext. 464
Houston 2, Tex., 610 Scanlan Bldg., 405 Main Street, Phone: Capitol 2-7201
Jacksonville 1, Fla., 425 Federal Bldg., 311 West Monroe Street, Phone: ELgin 4-7111
Kansas City 6, Mo., Room 2011, 911 Walnut Street, Phone: BAltimore 1-7000
Los Angeles 15, Calif., Room 450, Western Pacific Bldg., 1031 S. Broadway, Phone: RIchmond 9-4711, Ext. 1261
Memphis 3, Tenn., 212 Falls Bldg., 22 N. Front Street, Phone: JAckson 6-3426
Miami 32, Fla., 408 Ainsley Bldg., 14 N.E. First Ave., Phone: FRanklin 7-2581
Minneapolis 1, Minn., Room 304 Federal Bldg., 110 South Fourth Street, Phone: 339-0112
New Orleans 12, La., 1508 Masonic Temple Bldg., 333 St. Charles Ave., Phone: 529-2411, Ext. 6547
New York 1, N. Y., 61st Fl., Empire State Bldg., 350 Fifth Ave., Phone: LOngacre 3-3377
Philadelphia 7, Pa., Jefferson Bldg., 1015 Chestnut St., Phone: WAlnut 3-2400, Ext. 591
Phoenix 25, Ariz., New Federal Bldg., 230 N. 1st Ave., Phone: 261-3285
Pittsburgh 22, Pa., 1030 Park Bldg., 355 Fifth Ave., Phone: GRant 1-0800, Ext. 785
Portland 4, Oreg., 217 Old U. S. Courthouse,, 520 S.W. Morrison St., Phone: CApitol 6-3361, Ext. 421
Reno, Nev., 1479 Wells Ave., Phone: Fairview 2-7133
Richmond 19, Va., Parcel Post Bldg., 11th & Main Sts., Phone: MIlton 4-9471
St. Louis 3, Mo., 2511 Federal Bldg., 1520 Market St., Phone: MAin 1-8100
Salt Lake City 1, Utah, 222 S.W. Temple St., Phone: DAvis 8-2911, Ext. 341
San Francisco 11, Calif., Room 419 Customhouse, 555 Battery St., Phone: YUkon 6-3111
Savannah, Ga., 235 U. S. Courthouse and Post Office Bldg., 125-29 Bull Street, Phone: ADams 2-4755
Seattle 4, Wash., 809 Federal Office Bldg., 909 First Ave., Phone: MUtual 2-3300, Ext. 492

Rhodesia considered good market for dry cell battery production

Newly published report may interest U.S. investor; Federation currently imports all dry cell batteries

The U.S. Department of Commerce has received a new publication from the Ministry of Commerce and Industry of the Federation of Rhodesia and Nyasaland containing a wide range of information about production of dry cell batteries.

Entitled "Opportunity for Industry—Manufacture of Dry Cell Batteries," the report contains information which may be of interest to the potential U.S. overseas investor, with references to domestic and import market for dry cell batteries, necessary raw materials, custom factors, transport, capital requirements, energy and labor.

Significant for the potential American investor is the fact that no dry cell batteries are now manufactured in the Federation. All are imported. Also significant is the information that from 1957-61 the Federation market for this item increased from 3.4 to 7.3 million units.

Additionally there is a good nearby market in Kenya, Uganda and Tanganyika where there is reported potential for 8 million units. In view of the policy of industrialization being followed in East Africa, it is likely that the larger market will also be attractive for the dry cell battery industry.

Such necessary raw materials as manganese and zinc are available locally, and their processing would have to be in conjunction with the manufacture of dry cell batteries.

Various studies indicate that about approximately $280,000 (£100,000) would be a fixed capital requirement for a manufacturer of this item in the Federation. The official investment climate is considered good.

The Federation welcomes investment (see FOREIGN COMMERCE WEEKLY of May 7, p. 852) and offers incentives involving repatriation of capital and profits, taxes, favorable legislation and the training of needed skills.

Inquiries concerning this investment opportunity and any questions concerning investments in general should be addressed to the Director, Industries Branch S. R. Treasury, P.O. Box 8531, Causeway, Southern Rhodesia.

Copies of the report may be obtained on loan from the Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Netherlands firms seek licenses in farm, rubber goods

One imports farm implements; other to make silicone rubber

A Netherlands firm is interested in manufacturing agricultural implements. A second company wants to produce silicone and other high quality rubber items.

A manufacturer and importer of agricultural implements is interested in expanding its line of equipment. It seeks licensing rights for related U.S. equipment.

Write to Ridder Landouwmachines N.V., 154 Lagendijk, Ridderkerk, the Netherlands.

A producers and importer of insulation materials is interested in a licensing or joint venture proposal for manufacture of silicone rubber and other high quality rubber products for the military and civil aircraft industry.

If the firm receives a license it is reportedly in a position to set up a sales organization for the Common Market area. It also has a substantial financial reserve to enable it to consider a joint venture proposal either on a majority or minority basis.

Write to Hertel & Co. N.V., Grasweg, Amsterdam.

Fiji Government asks investment in tourism

Hotel construction encouraged; various incentives offered

The Government of Fiji is giving special attention to the territory's hotel and tourist industry because of its dollar earning potential.

For this reason, U.S. capital investment is being sought for proper exploitation of the archipelago's attraction of natural beauty in a South Pacific setting.

The Government of Fiji enacted a Hotels Aid Ordnance in 1958 to encourage tourism and the construction of hotels generally in this dependent territory of the United Kingdom. The various incentives offered included the absence of exchange restrictions, customs exemptions, and rapid write-off against income of capital expenditure in any 5 of the first 8 years.

The U.S. Department of Commerce has received several copies of a booklet entitled "Hotel Investment in Fiji" published in June by the Fiji Government. It contains a copy of the ordnance and useful information for those who wish to consider investing in this area. Copies may be obtained on loan. Current economic conditions in Fiji were described in FOREIGN COMMERCE WEEKLY, May 7, p. 855.

Write to the Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Norwegian engineering firm wants to produce davits

A Norwegian engineering workshop supplying the shipbuilding industry wants to expand its activities.

It seeks a license to manufacture and market davits suitable for the Norwegian merchant fleet.

Write to Wilh. Broch, Managing Director, A/S Mjolner, 5 Fabrikkgaten, Bergen.

2 Belgian firms seek licenses for varied goods

Seek to manufacture material handling, cement equipment

Licenses for material handling equipment, tanks, and civil engineering equipment are sought by a Belgian firm. Another is interested in equipment for cement manufacturing and the chemical and petroleum industries.

A manufacturer of structural steel work, road and railway bridges, tanks, and piping seeks licensing arrangements to produce various U.S. products. It is interested in making material handling equipment, tanks and other containers for liquid gas transportation and storage, and all kinds of civil engineering equipment.

Write to Baume et Marpent at Thirion Reunis S.A., 249 chaussee de Vleurgat, Brussels.

A manufacturer of bridges and other structural work and material handling equipment seeks licensing rights to manufacture various American products. It is interested in equipment used in cement manufacturing and the chemical and petroleum industries and all kinds of boiler work in steel and alloys.

Write to Ateliers Belges Reunis S.A., 25 chaussee d'Assche, Petit-Enghien, Belgium.

U.S. firm obtains license for sale of Swiss pumps

Allis-Chalmers has entered into a licensing agreement with Sulzer Brothers, Switzerland, to manufacture and sell the Swiss firm's high-pressure, multistage centrifugal pumps in the U.S. and Canada.

The arrangement adds a pump of European design to Allis-Chalmers' present line of centrifugal pumps.

The company is heavily engaged in pump development of its own; however, it normally takes many years to develop and introduce a new line of pumps. It feels that the opportunity to market an additional line immediately is to the company's advantage.

License asked in Australia to assemble bus bodies

A motor body builder wants to assemble bus units or bodies under license from an American firm.

It would also be interested in producing any other steel or timber item in the body building line.

Write to H. E. Sage & Sons, Melbourne, Australia.

Civil engineering company in India seeks assistance

Asks joint venture to produce precision measuring instruments

A Calcutta firm proposes a joint venture with a U.S.-investor to produce precision measuring instruments in India. After organization of the new enterprise, they plan to produce 48,000 each of micrometer screw gages, vernier calipers and other allied products per year.

The Indian company proposes to form the entity with capital of $735,000 (3.5 million rupees) and desires American participation up to 49% of the capital; this should consist of equipment and technical know-how. There reportedly are no companies now in India which produce the mentioned items and requirements are met wholly by imports.

An application has been made by this firm for an industrial license to be granted by the Government of India. As it anticipates favorable action, the firm would like an early American response.

The firm has no experience in the manufacturing field and operates as civil engineers and contractors for government departments and railways. In addition to being colliery owners, it is also a wholesaler of safety footwear and general merchandise required by the coal industry.

Further details on this proposal and related information can be obtained from the Office of International Investment, Code 4-381-1, U.S. Department of Commerce, Washington 25, D.C.

Pakistan wants to exploit fishing potential

Exploratory operations desired for Arabian Sea area

The Minister of Food & Agriculture in Karachi wants proposals for the commercial exploitation of the country's marine fish wealth. He particularly invites private joint venture propositions.

Exploratory operations are especially desired for the Arabian Sea and Bay of Bengal areas. The Pakistan Government is also interested in a vessel of about 70 gross tons, fully equipped for exploratory work in trawling for shrimp, purseining sardines, mackerel and threadfin.

Primary needs as established by the Ministry for this industry are the services of technicians and appropriate equipment. First efforts will be confined to West Pakistan in order to locate shrimp breeding areas.

No systematic exploration has ever been made of the waters off West Pakistan. Up to now, fishermen have relied on habit and instinct and could be expected to greatly increase their catches if systematic exploration work were done.

The Government of Pakistan is therefore additionally interested in obtaining the assistance of trained marine scientists to study the habits of shrimp and other fish.

The Government has also sanctioned the construction of additional freezing capacity. Shrimp freezing and exporting have proved to be quite profitable and a good source of foreign exchange earnings. It should be noted, however, that present facilities are not operating at full capacity.

Potential investors may be interested in knowing that the U.S. Agency for International Development (AID) has an active program to assist U.S. investors in this area.

Write to the Office of International Investment, Code 4-091-7, U.S. Department of Commerce, Washington, D.C.

Bombay company wants to make welding electrodes

Technical, financial assistance to include use of trade marks

A manufacturer of industrial items wants financial and technical collaboration to make metallic arc welding electrodes in India. This should also include the use of trade marks.

Some of the raw materials needed, as well as appropriate types of labor, power, water and transportation facilities, are reportedly available locally.

Domestic demand for this product is expected to increase considerably during the next 5 years with the industrial development of the country. The Middle East and Southeast Asia are also considered to be good export markets for electrodes.

The Indian firm proposes to capitalize the enterprise at approximately $315,000, $189,000 of which would be subscribed to by the Indian promoter and associates, while equity stock of $126,000 would be alloted to the U.S. participant for importation of machinery required for the project.

Details of the equity distribution are subject to negotiation and subsequent clearance by the Government of India. The promoter is also willing to consider the appointment of an American technician to the company's board of directors.

Further information regarding this proposition may be obtained on loan from the Office of International Investment, Code 4-362-5, U.S. Department of Commerce, Washington 25, D.C.

Irish firm wants license for engineering equipment

A manufacturer of light vitreous enamelled holloware and road signs is interested in obtaining licensing rights for production of U.S. light engineering equipment.

It states that it is well equipped for light engineering production, having its own tool shop, presses, finishing machines, and continuous vitreous and stove enamelling facilities.

Write to Curran, Ltd., Prior Park Works, Clonmel, Co., Tipperary, Ireland.

Canadian steel fabricator asks to produce U.S. goods

A firm engaged in custom fabrication of steel, stainless steel, and aluminum is interested in producing various U.S. products.

It seeks licensing rights to manufacture industrial and commercial ovens, material handling cars and bins, duct work, fabricated pipe work, hoppers, tanks, and light structural steel products.

Write to Eastern Steel Products Co., 777 Laurel St., Preston, Ontario, Canada.

Gold mining survey asked in Indonesia

Government seeks U.S. company to make independent study

The Government of Indonesia is interested in the expansion of gold production from several Sumatran mines.

An American firm is sought to carry out an independent survey. In the event the survey showed the desired expansion to be feasible, a production sharing arrangement (see INTERNATIONAL COMMERCE, July 16, p. 37) could follow.

Qualified U.S. firms should direct inquiries to the Office of International Investment, Code 3-104-1, U.S. Department of Commerce, Washington 25, D.C.

Lebanese metal furniture plant wants to modernize

A Beirut producer of steel household furniture and door and window frames seeks U.S. collaboration for reorganization of the existing plant and for production of office and public building furniture made of steel.

The plant owner is interested in expanding into nearby markets, such as Kuwait.

This manufacture wants the joint venture to consist of contributions of capital, managerial skills and technical know-how. Property near Beirut is available for erection of a plant.

Write to Anis W. Kairallah, rue Sayde, Beirut, Lebanon.

2 French firms seek license arrangements

Production of alloy castings, boilerworks equipment wanted

A heavy equipment manufacturer seeks a license to produce boilerworks equipment for the chemical and petrochemical industries. A second firm is interested in making copper and other light alloys castings.

A manufacturer's agent of heavy and semi-heavy equipment seeks U.S. licensing rights to manufacture medium and large-size boilerworks equipment for the chemical and petrochemical industries. It is also interested in producing machine tools and especially steel sheet working machines, presses, and shearing and rolling machines. The firm says it is associated with another French firm which has a well equipped plant employing a labor force of about 3,000.

Write to Société de Materiel pour l'Industrie, les Mines et la Construction, S.A., 163 rue du Faubourg St.-Honoré, Paris 8e.

A firm specializing in bronze and light alloy parts, cast in sand molds, and chill casting wishes to broaden its activities. It seeks licensing rights to manufacture copper alloys or light alloys, cast in sand molds, and chill castings manufactured and ready for use.

The firm says it has a staff of 200 persons, including 5 engineers, 10 technicians, 150 workers, and 25 office employees.

Write to Fonderies Duranton S.A., Boite Postale No. 10 Venissieux (Rone) France.

El Salvador lobster firm wants partner from U.S.

The owner and operator of a small lobster fishing business seeks a U.S. partner or associate to expand present activities. A party familiar with the lobster business is particularly desired.

Present operator of the firm is not an expert in this field, but does report profitable local sales.

Write to Carlos Vides, 59a Avenida Sur 156, San Salvador, El Salvador.

Pakistan's 1963 budget looks towards small surplus, with no new direct taxation seen

Revenue budget set at $450 million, expenditures at $411.3 million, yielding $38.7 million surplus

Pakistan's fiscal year 1963 budget will continue the conservative anti-inflationary tradition of the past 3 years, the Minister of Finance declared in his budget speech.

While development expenditures have been increased by almost one-third, he noted, no new direct taxation is proposed and certain tax relief will be granted.

The budget is divided into two parts, revenue and capital. The revenue budget for fiscal 1963, ending June 30, 1963, estimates revenue at $450 million and expenditures of $411.3 million, resulting in a surplus of $38.7 million.

This compares with the revised 1962 budget estimating revenue at $468.1 million, expenditures at $398.8 million and a surplus of $69.3 million.

The capital budget for 1963 estimates revenue at $623 million, expenditures at $616.6 million, and surplus of $6.4 million, compared with revenue of $471.3 million, expenditures of $476.3 million, and an estimated deficit of $5 million in the revised 1962 budget.

Foreign loans and grants are expected to finance almost 80% of the revenue and capital budgets in fiscal 1963, compared with about 56% in 1962.

Development expenditures

Total development expenditures in both the revenue and capital budgets amount to an estimated $615 million in the 1963 budget, compared with $468.1 million in the revised 1962 budget. This includes allocations of some $485 million to the provincial governments in loans and grants as against $253.3 million in the previous budget.

Of the 1963 total, each province is to receive $189 million for its development program and the remaining $107 million for development expenditures for the railways and the Pakistan Industrial Development Corporation, both of which have been transferred to the provinces. The Minister particularly referred to the Government's development planning goal of removing the disparity in per capita income between the two provinces and between regions within a province.

Concessions

Concessions offered in the new budget include reduction in customs duties on many raw materials and food products, a uniform rate of duty on machinery and parts, and increases in rates on some luxury or non-essential items. Adjustments have also been made in the rates of excise and sales taxes levied on certain items.

Among the more important items of interest to U.S. exporters and new rates of duty (with previous rates in parentheses) are: refrigerating, mining and drilling, metalworking and oil refining machinery, and cinema projecting apparatus, 12½% for West Pakistan and 7½% for East Pakistan (10); dried eggs, free (30); poultry, free (20); ghee, free (25); office machines, all sorts, including typewriters and parts, 25 (20); thermoplastic and thermosetting moulding powder, 15 (20); various chemicals, 25 (30); electric generators, generating sets and parts, 12½% for West Pakistan and 7½% for East Pakistan (8); and plastic rods, tubes, sheets, etc., other than thermoplastic and thermosetting moulding powder, 25 (30).

The export duty on tea was reduced to 15 paise ($0.0325) per pound from 25 paise ($0.0525).

In the income tax field, a 20% development allowance will be made for plant and machinery installed after June 30, 1962. This will be in lieu of the initial and additional special depreciation allowances and will enable taxpayers to recover 120% of the cost of the capital asset. This concession will not apply to firms enjoying the tax holiday.

In the case of income from dividends, the exemption limit has been raised from $210 to $210 plus 20% of the balance of the income dividend. For mining concerns, not eligible for the tax holiday or subject to special tax exemptions, a depletion allowance of 15% subject to a maximum of 50% of the capital employed in the relevant year will be allowed.

Further information may be obtained from the Near East-South Asia Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C.

Further information on articles appearing in this department, and on current foreign government trade and investment regulations for all countries in the world, is available from the Office of Regional Economics, Bureau of International Programs, Department of Commerce, Washington, 25, D.C., or as indicated in individual stories.

France drops planned move to lift timepiece quotas

France, abandoning its plan to remove quota controls as of July 1 from certain clocks, watches and parts (FOREIGN COMMERCE WEEKLY, February 12, p. 267, and May 7, p. 826), has announced that import licenses for these products will be issued without quantitative limitation until further notice.

Products affected, by tariff numbers, are: 91.01—watches; 91.02—clocks with watch movements; 91.03 — instrument-panel and similar clocks for vehicles, aircraft or vessels; 91.07—assembled watch movements; 91.09—watch cases and parts of watch cases, including blanks; and 91.11—other clock and watch parts.

Chile suspends duties on Capelle Deprez wheat seed

All Chilean duties on imports of Capelle Deprez variety seed wheat have been suspended from July 2 to December 31, 1962, according to the U.S. Embassy in Santiago.

Included in Decree No. 3236 are customs duties, the ad valorem surcharge and the additional tax.

Defense plant visit in Italy governed by security rules

Foreign businessmen alerted on procedures to avoid delay

Foreign visitors to Italian defense plants must meet certain requirements established by the National Security Authority (SIFAR), the U.S. Embassy in Rome reports.

Visitors are urged to familiarize themselves with the required procedure in order to avoid the delays and inconvenience experienced by some travelers who were unaware of the regulations outlined below.

- Requests for visits of foreign nationals must be submitted to Italian authorities 30 days before the visits, and must include the visitor's full name and address, date and place of birth, names of firms to be visited and purpose of visits, identity card or passport number, and degree of security clearance. It is understood that Italian authorities require at least a "Confidential" clearance for visiting any defense plant, even where classified production is not going on.
- After making appropriate checks the security authorities will notify the Ministry of Industry and Commerce, which would normally authorize the visit, with the express limitation that only subjects related to the stated purpose of the visit may be discussed.

Procedures

- If the visit is sponsored by a Department of Defense or other Government activity, the visit request should be initiated by the Government activity. Otherwise, the firm should initiate the request. If the subject matter is related to a U.S. Government contract, prior approval of the contracting office should be obtained.
- Forward the visit request to the U.S. Embassy, Rome, Italy, providing the following additional information: name and location of the employing firm or Government activity, title or position of the visitor, and date of clearance verified by the clearing authority.

Medical, pharmaceutical imports restricted by Cuba

Effective immediately Cuban Customs will not permit entry of pharmaceutical products or medicines that are not in the original laboratory packing bearing a laboratory label describing the contents.

Pharmacist-made prescriptions and pharmaceuticals or medicines in loose form will be seized by customs.

This applies to such commodities contained in gift parcels.

Correction

An article in the July 2nd issue of INTERNATIONAL COMMERCE dealing with proposed changes in the national charter for the United Arab Republic contained an error. Appearing on page 36, the article mistakenly reads: "All banks and insurance companies are to be reserved for private ownership." This is not the case, as all banks and insurance companies were nationalized by Presidential Decree #117 on July 20, 1961.

Korea to build oil refinery, sell shares to public later

South Korea is establishing a Government-controlled corporation to build a 30,000-barrel-per-day oil refinery at Ulsan, the Supreme Council for National Reconstruction (SCNR) has announced.

The firm will have an oil-refining monopoly until the refinery attains a daily capacity of 50,000 barrels. The authorized capital of the new corporation is 2.5 billion won ($19,230,769.23). All shares of the corporation are to be held by the Government until completion of the refinery, after which up to 49% of the shares will be sold to the public under terms and conditions to be decided later.

The new corporation falls under the supervision of the Ministry of Commerce and Industry. It will be granted a 3-year exemption from income taxes, as well as exemption from customs duties upon its original equipment and spare parts for a 5-year period.

The Government also announced that it would open an international tender by the end of July for the construction of the refinery.

Chile sets up 5 categories for paying prior import deposits on basis of c.i.f. percentage

Category E's 5,000% deposit virtually prohibits some items; importers' borrowing costs reduced by 10% ceiling on bank commission rates

Chile has established 5 merchandise categories governing the payment of 90-day prior import deposits under the requirement adopted in June (INTERNATIONAL COMMERCE, July 2, p. 36). The new schedule includes a 5,000% deposit making practically prohibitive the importation of certain produce, metal and other products in Category E.

Categories

The U.S. Embassy in Santiago reports that the deposit amounts—required to be in 5 or 7% Chilean dollar denominational bonds—will be determined as a percentage of c.i.f. (cost, insurance and freight) value in the 5 categories, as follows: Category A, 10 %, raw cotton, metal, pharmaceuticals, fuel, mining machinery; Category B, 100%, lubricants, dyes, agricultural machinery, tires and rubber products; Category C, 200%, motor vehicle parts, movie films, radio and TV tubes, yarns, photo and reproduction paper, circular saws, industrial accessories; Category D, 1,000%, office machines, sporting goods, glass products; Category E, 5,000%, forest and hunting produce, plants and seeds, some steel and metal products, dry cell batteries, cellophane paper.

In addition to the bond deposit, the importer pays a commission rate charged by banks lending government dollar bonds or promissory notes eligible for import deposits, which shall not exceed 10% per annum, thus reducing the costs of borrowing to importers.

These changes should be noted in the World Trade Information Service publication, *Licensing and Exchange Controls in Chile*, Part 2, No. 62-18.

Saudi Arabia cuts, drops many duties in sweeping action

U.S. principal supplier of items affected; some tariffs raised

In an action benefiting many American exporters, Saudi Arabia has reduced or eliminated customs duties on a wide range of products, effective from July 22. At the same time, duties have been raised on cement, gypsum, fresh or frozen vegetables, tiles, and marble in order to protect Saudi-produced goods.

Many items

Among products on which duties were reduced or eliminated are meat, poultry, textiles, appliances, sewing machines, tires, lubricants, motor oils, watches, automobile spare parts, trucks and vans, basic manufacturing and industrial equipment, road-building machinery, electrical equipment, cables, pipes, construction materials, telecommunications equipment, agricultural insecticides, pesticides, and sprays.

Purposes

The action was designed to reduce retail prices to Saudi consumers, stimulate industrial development, aid the development program especially in the field of communications, and encourage greater use of modern agricultural implements.

The U.S. is Saudi Arabia's major supplier of many of the products on which tariffs are reduced.

Ecuador's latest tariff law calls for details on goods

Ecuador's new customs tariff (FOREIGN COMMERCE WEEKLY, January 29, p. 148) is now in effect. The new schedule is designed to protect national industries and reduce tariff rates on certain industrial raw materials. More detailed descriptions are required for some items, the U.S. Embassy in Quito reports.

Decree number 196, putting the new tariff into effect, was published in the *Registro Oficial*.

Inquiries on rates of duty on particular items may be addressed to the American Republics Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C., or to any Department of Commerce field office.

At present, only the American Republics Division has a copy of the new tariff. A detailed analysis will appear in INTERNATIONAL COMMERCE.

Argentina lists exemptions from 20% surcharge

Freed imports include approved investment-project materials

Materials for approved investment projects and production-line equipment are among imports exempted by Argentina from the 20% emergency surcharge (FOREIGN COMMERCE WEEKLY, April 16, p. 640, and April 23, p. 723), according to the U.S. Embassy in Buenos Aires.

Exempted

Imports freed from the surcharge are: scientific and technical material; coke, petroleum and its derivatives; construction equipment and spare parts; machinery and equipment for the cellulose, petro-chemical and steel industries; secret war materials; machinery and equipment for shipyards; articles imported by religious and charitable organizations; merchandise for use in petroleum, coal, electric power, steel and railroad industries; articles for medical services, potable water supply and police, fire departments and radio communication units, provided all these services are performed by official national or provincial bodies; articles exempted by other special decrees covering individual cases; foreign capital investments authorized before or by law No. 14,780 of Dec. 22, 1958 (FOREIGN COMMERCE WEEKLY, Feb. 23, 1959, p. 4); and production-line equipment authorized by Decree No. 13,277 of Oct. 22, 1959 (FOREIGN COMMERCE WEEKLY, Dec. 7, 1959, p. 12).

In another recent Government action imports on Argentina's national list in its Latin American Free Trade Association Agreement were exempted from the 100% prior deposit requirement (INTERNATIONAL COMMERCE, July 23, 1962, p. 33).

Norway schedules income, corporate tax reforms

Shifts made in municipal rates, progressive taxation threshold

Important tax reforms just passed by Norway's parliament (Storting) are reported by the U.S. Embassy in Oslo to include:

1. The point at which personal income taxes become progressive is to be raised from 20,000 to 22,000 crowns ($2,820 to $3,102) and the next step from 25,000 to 26,000 crowns ($3,525 to $3,666) on Jan. 1, 1963.
2. The percentage limits within which municipalities can set personal and corporate income tax rates are to be increased from 14-18% to 16-19%.
3. The municipal capital tax on corporations is to be raised from 0.4% to 0.6%.
4. Child allowances are to be made progressive as the number of children per family increases.
5. The tax tables which the municipalities may use for personal income tax exemptions are to be altered on Jan. 1, 1963 and on Jan. 1, 1965 to provide substantial tax relief for lower income groups.

In addition, the Storting passed certain measures designed to relieve the municipalities of certain expenditures—e.g. the financing of the child allowance system and of the tax assessment offices—and to improve the municipal revenue equalization system.

More milk at lower prices goal of Philippines move

To hold down rising milk prices, the President has instructed the Development Bank of the Philippines to provide a 10 million peso credit towards establishment of whole milk factories which could start production within the year.

Tariffs on milk in liquid and semi-liquid form have been reduced from 10 to 5%, and on milk in solid form from 10 to 8%, the U.S. Embassy in Manila reports.

A tax exemption granted milk importers was extended and the National Marketing Corporation was ordered to allocate funds to enable it to supply the total national demand for milk at landed cost.

Trade Agreements program is cornerstone of U.S. trade policy; changes in new bill

New authority to enter into trade agreements means government has means of promoting international commerce; former legislation is reviewed

By EUGENE M. BRADERMAN
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(Fourth of a series)

the author

directs the Commerce Department's bureau concerned with fostering and promoting the foreign commerce and economic strength and security of the U.S. A native of Philadelphia, he has travelled widely and participated in a variety of U.S. special missions. As a career Civil Service economist, he has been concerned with international trade affairs for over 20 years.

The cornerstone of current U.S. trade policy is the trade agreements program. The basic legislative authority for this program is provided by the Trade Agreements Act of 1934, as amended, and the Trade Agreements Extension Act of 1951, as amended. The 1934 Act was extended in 1937, 1940 and 1943 without significant amendments.

Under the 1934 Act the President was authorized to make trade agreements with foreign countries in which individual U.S. duty rates could be reduced from the 1930 rates by up to 50 percent in exchange for similar reduction in foreign tariffs on U.S. goods. This authority was used to conclude bilateral trade agreements with 29 countries.

In general, the agreements concluded during this period were directed towards obtaining a removal of artificial barriers to U.S. trade, but the limitations inherent in a bilateral approach to a world-wide problem became more evident with the passage of time.

In 1945 the Act was again extended and new authority was given to the President to make 50 percent reductions from 1945 U.S. tariff rates in return for equivalent concessions by other countries. There were further extensions of the Act in 1948 and 1949.

The Trade Agreements Extension Act of 1951, the second piece of basic legislation, as amended in 1953, 1954, 1955, and 1958, added several important provisions to those contained in the 1934 Act, as amended. Chief among these were the "escape clause," "peril point" and "national security" provisions.

The 1958 extension of the President's authority expired on June 30, 1962. The President's trade proposals, in the form of H.R. 11970, "The Trade Expansion Act of 1962," were considered by the House Ways and Means Committee, in public hearings and in closed sessions. The bill was passed by the House of Representatives, as reported by the Ways and Means Committee. If passed by the Senate without substantial amendment the Trade Expansion Act will continue the basic framework of the trade agreements program.

More importantly, it would give the President broad, new authority to enter into trade agreements and to modify U.S. tariffs and other import restrictions. Broadening of the President's authority is consonant with the economic challenges discussed above. (See page 3, July 16 issue, for a further discussion of the new bill.)

Following World War II, the United States took the initiative in suggesting a new approach to world trade problems. We sought to change the bilateral policy of most countries to a multilateral program for reducing world trade barriers. These efforts culminated in 1947 in Geneva with the negotiation of the General Agreement on Tariffs and Trade (GATT), and the conclusion of the first multilateral tariff negotiating conference. The President of the United States entered into the GATT and negotiated tariff reductions with the other 22 original GATT members under the authority in the Trade Agreements Act.

Though this move was a significant venture in the direction of multilateralism, its success in freeing world trade was limited by the more urgent economic problems then facing most of the world. For the United States the tariff reduction and the trade barrier removing provisions of the GATT were largely nullified by import restrictions imposed by other countries for balance-of-payments reasons. The GATT has, however, served the essential need for establishing a set of ground rules for the conduct of world trade, and has provided an international forum for the review of trade policies and actions. Less impressive, but also important, were the establishment of certain limitations on discrimination resulting from preferential tariffs and the review of individual countries' non-tariff import restrictions.

There are now 40 contracting parties to the GATT, and these countries collectively account for some 85 percent of all international trade. In addition, a number of other countries participate in the work of the GATT under special arrangements. The GATT has sponsored five major tariff negotiating conferences in which participating countries have exchanged over 60 thousand tariff concessions. A sixth round of negotiation has recently been concluded.

Gatt and the IMF

While the general provisions of the GATT are a code of international good behavior in the trade field, countries and their traders are just as much interested in the maintenance of a financial environment which is conducive to carrying on private trade. The Articles of Agreement of the International Monetary Fund (IMF) may be said to be the financial counterpart of the GATT and to represent a code of international good behavior in the financial field.

In some aspects, the relationship is

even closer. It would be fruitless to prohibit international trade controls, except in unusual circumstances, unless a similar prohibition were agreed upon for exchange controls relating to trade. This is so because it is possible to accomplish precisely the same results by financial controls as by trade controls. The exceptional financial circumstances under which these two forms of barriers to trade are permissible are defined similarly in the two documents and in order to ensure consistency of approach the contracting parties to the GATT have arranged with the Fund to make the factual determinations as to the existence of those circumstances.

Trade policy committee

The trade policies under the trade agreements program are the product of consideration by a number of agencies in the Executive Branch. The top level interagency group in this field is the Trade Policy Committee (TPC). Chaired by the Secretary of Commerce, the TPC was established in November 1957, by Executive Order No. 10741, as a Cabinet-level committee, to advise and assist the President in the administration of the trade agreements program. The TPC makes recommendations to the President on basic policy issues arising in the administration of the program and, if approved by the President, these guide the interdepartmental Trade Agreements Committee (TAC). The TPC also is authorized to advise the President with respect to all of the recommendations made to him by the TAC. It recommends to the President the action he should take on escape clause reports submitted by the Tariff Commission, and it is consulted on the composition and membership of U.S. delegations to tariff negotiating conferences and to regular and special meetings of the GATT.

In the trade bill now before the Congress, an inter-agency committee is provided for which would continue the functions of the Trade Policy Committee.

The escape clause

In response to allegations of injury from industries believing themselves hurt by tariff reductions, the Administration, on its own volition, included an escape clause in the Trade Agreement with Mexico which became effective in 1943. Under this clause either party to the agreement could suspend or modify any concession if, because of unforeseen circumstances, increased imports threatened serious injury to a domestic industry. In committee hearings before Congress in 1943, the Administration agreed to include such an escape clause in all subsequent trade agreements.

U.S. domestic procedures for invoking this escape clause were set forth in general terms in Executive Order No. 9832. The Tariff Commission was to investigate escape clause applications by domestic producers "when in (its) judgment . . . there is good and sufficient reason therefor." If, after investigation, the Commission found injury or a threat of injury, it recommended to the President, for his consideration in the light of the public interest, the withdrawal of a concession in whole or in part, or the modification of the concession.

The Trade Agreements Extension Act of 1951 for the first time made the escape clause a matter of legislative directive. Section 7 of the Act required an escape clause in every new trade agreement and directed the President to negotiate for the inclusion of such a clause in earlier agreements. It eliminated the former *prima facie* determination and provided that the Tariff Commisison "shall promptly make an investigation" of applications and report thereon not later than six months after the application is made. The President's discretionary role was continued. However, the Act provided that if the President did not put into effect a Commission recommendation for relief to an applicant within 60 days, he must submit a report to the House Ways and Means and Senate Finance Committees stating why he did not do so.

Subsequent extensions of the Trade Agreements Act provided for some modifications in the escape clause provision. Under the 1958 Extension Act, the Congress may override the President by passing within 60 days a concurrent resolution by a two-thirds vote of each House. If such a concurrent resolution is passed, the President must take the action recommended by the Commission within 15 days after passage. These provisions make clear that the Congress has no intention that imports arising out of the trade agreements program should do serious injury to an American industry.

At the present time the Tariff Commission, upon appeal by an industry which alleges harm, or upon requests of the President or either House of Congress, or upon its own motion, conducts a fact-finding investigation, including public hearings, to determine—in line with specific statutory criteria—if imports are causing or threatening serious injury to a domestic industry producing like or directly competitive products. If this is found to be the case, the Commission recommends to the President changes in customs duties or import controls. The Tariff Commission findings and recommendations are forwarded to the Trade Policy Committee. The TPC in reviewing these findings and recommendations also considers other pertinent factors relating to the total national interest. It then recommends to the President action to be taken on the findings. Final Executive Branch decisions on escape clause cases are made by the President.

Although it appears likely that the basic escape clause mechanism will not be changed substantially, the adjustment assistance provisions of the new trade bill represent a departure from the escape clause concept. Under the adjustment assistance provisions of the Trade Expansion Act, the President, through existing agencies and machinery, could provide technical and financial assistance to workers and firms affected by import competition. The purpose of this assistance would be to help firms and workers adjust to new types of activity or to modernize existing methods and procedures in order to improve their competitive position vis a vis competitive imports.

Under the provisions of GATT, when it becomes necessary for the U.S. to modify or withdraw a tariff concession as the result of an escape clause action, a compensatory tariff reduction on some other item is usually extended to countries affected by the modification or withdrawal. Similarly, when other countries withdraw concessions, the United States seeks adequate compensation. Special negotiating sessions are arranged for this purpose.

(This article, and subsequent parts of the series, are adapted from Volume 21, Number 4, of the Federal Bar Journal, and are printed with that publication's permission.)

NEW BOOKLET ON USSR

A new 28-page booklet, "Basic Data on the Economy of U.S.S.R." is now being printed by the Department of Commerce and may be purchased when off the press from the Superintendent of Documents, GPO, Washington 25, D.C. for 15¢

It is one of the series of World Trade Information Service Economic Reports the Department publishes, and was prepared by Oleg Jerschkowsky and Ferdinand F. Pirhalla, Sino-Soviet Division, Office of Regional Economics, Bureau of International Programs.

Tanganyika is testing ground for U.S. trade techniques in formerly restricted areas

U.S. share of market growing but still small; AID loans will give U.S. exporters an extra advantage in 3-nation East African economic customs union

By William J. Bushwaller

Foreign Service Officer on detail to the Africa Division, Bureau of International Programs

The rapid political transition of the 3 component areas formerly comprising British East Africa (Kenya, Tanganyika, and Uganda) provides a challenging opportunity for U.S. exporters.

Significant injections of funds from external sources and the accelerated pace of general economic development have created excellent prospects for the expansion of U.S. exports.

Tanganyika, the first of the 3 countries to achieve independence, currently provides a unique testing ground for the ability of U.S. traders to establish themselves through aggressive salesmanship in areas where formerly only limited commercial contact existed. In this connection a significant level of tied U.S. financial assistance from the Agency for International Development (AID), gives U.S. exporters an advantage.

COMING ROUND THE MOUNTAIN: A passenger train rolls down the circular grade in the Western Rift Valley of Uganda, which compensates for an abrupt falling away of 1,000 feet in the terrain. This road connects the interior Ugandan city of Kasese with the Indian Ocean port of Mombasa, 1,080 miles away.

The author

is a Maryland native who graduated from Georgetown University after Army service in the Second World War. Since joining the Department of State in 1946, he has served in Foreign Service Posts in Africa, Australia and Latin America.

Imports from U.S. multiply

In recent years the U.S. has more than doubled its share of Tanganyika's market. During the period 1958-61 imports from the U.S. rose by 100% while total imports increased by only 11%. Although the U.S. share of the market has shown remarkable growth, it accounts for only a small portion of imports and should increase appreciably.

In 1961, direct imports of $4.8 million from the U.S. were only a fraction of the country's total imports of $89.6 million. Principal suppliers were the United Kingdom ($33.3 million), the Common Market countries ($14.7 million), Japan ($8.9 million) and India ($5.9 million).

Future U.S. sales areas

The products for which there is a favorable market for expanded U.S. exports fall into 2 categories.

First, those items which are now being imported and marketed by single large agencies which stock replacement parts and provide servicing. They probably have a greater dollar value, both present and future, and as follows: automobiles, trucks, electrical appliances, air conditioners, farm equipment, road building equipment, mining equipment, and irrigation equipment.

The second category includes those products where the U.S. is new in the market but where considerable local interest is being shown, namely: canned goods, textiles, clothing, hardware, building materials, pharmaceuticals, cosmetics, electric light fixtures. The 1960 U.S. Department of Commerce Trade Mission report on East Africa contained this optimistic appraisal of the East African Market.

"The Mission believes that African agriculture will continue to expand at a rapid rate during the decade immediately ahead and as a result of this expansion the market for farm equipment, fertilizers, insecticides, household supplies and ready-

made clothing, both new and used, will increase substantially over the present level.

"U.S. firms that sold in this market prior to the imposition of import restrictions and currency controls immediately after World War II should have a new look at this market and its future growth possibilities. Virtually all of the import restrictions have been removed and the Mission believes that this is an opportune time for American firms to assess the prospects for the sale of their respective products in this expanding market."

The removal of barriers to imports from the dollar area and the loosening of traditional ties with the U.K. have created an opportunity for American exporters to win a large share of this market.

East African market

A country of 362,000 square miles, Tanganyika has a population of 9.4 million and achieved its independence in December, 1961. Formerly it was a U.N. Trust Territory of Britain, but administered as part of a British East African economic customs union comprising Kenya, Uganda and Tanganyika, an area of 681,000 square miles. The 3 countries embrace an area over one-fifth the size of the U.S. and have a population of over 22 million. Political developments have not changed this economic customs union and consequently, Tanganyika should be viewed as part of a larger East African market.

Tanganyika has a per capita income of only $56 and an average annual import trade of $105 million. However, with significant AID and other development projects, steady economic growth within the country, and increased contact and effort by U.S. foreign traders, prospects are excellent for an expansion of U.S. exports both to Tanganyika and to East Africa generally.

Internal trade pattern

The great majority of all business in Tanganyika would be considered small by U.S. standards. Most of the trade and distribution system within the country has evolved from the handling of imported and exported produce. African food products are either grown on a subsistence basis and not marketed at all, or they are sold within a very small geographical area.

Most of the large expatriate commercial firms operating in Tanganyika are British and are primarily engaged in importing and exporting. Imports are usually handled on an agency basis from overseas manufacturers and especially in the case of capital goods and brand name consumer goods, they are imported by firms which are often branches of internationally known European concerns. Others are East African firms, which may be Asian or European owned, with headquarters in Nairobi or Mombasa, Kenya.

On a wide range of other goods, especially those sold through the bazaar trade, the importers are small firms, usually of Indian ownership, which specialize in such goods as textiles from India, Japan and Hong Kong. The most common arrangement is for importers at the coastal ports to sell to wholesalers in the main towns of the interior, who in turn sell to retailers.

Interterritorial trade

Tanganyika's direct imports during 1961 amounted to $90 million whereas imports into East Africa as a whole amounted to $378 million. When considering the Tanganyika market American exporters should therefore include the total market in the 3 East African countries. Ocean freight from the U.S. is about the same to all 3 countries; import duties are identical; and, there are no inter-territorial duties among the countries.

The pace of economic development in East Africa is rapidly gaining momentum. Tanganyika has already prepared a 3-year development plan calling for investment of $67.2 million by the end of 1964, and Kenya and Uganda are actively engaged in development planning.

Scheduled to become independent on October 9, 1962, Uganda already has a successful development corporation that makes loans for small industries and for agricultural development. The corporation has requested a substantial loan from the Agency for International Development (AID) to expand its development activities.

The Tanganyika Development Plan, emphasizing increased agricultural production, road construction, and improved government services, is being financially supported by the U.S., the U.K., West Germany, and international agencies, as well as Tanganyikan funds.

AID has already made a $10 million commitment in support of the plan in addition to a previous $1.9 million development loan for road construction. The World Bank is considering a $3 million loan for a similar project. Other AID assistance in Tanganyika is earmarked for projects such as the Tanganyika Agricultural College, teacher training, community development, public administration, and development of secondary industries.

Although expenditures for equipment and supplies related to these assistance projects will be relatively small, the

PORT OF MOMBASA: This Indian Ocean port is the chief port of the 3-nation former British East African economic and customs union comprising already independent Tanganyika, and Uganda and Kenya, which are scheduled for independence in the near future. The outlook for U.S. sales to this growing area is good.

purchases of equipment for development loan projects under the $10 million commitment may be much larger.

While specific uses of U.S. loan funds are still under discussion, the Tanganyikan Government has expressed interest in including such projects as university construction, electrical supply, water supply and highways. In the past 3 years U.S. development loans and grants to the East African area amounted to about $8 million; they may well exceed $24 million over the next 3 years.

The U.K. Colonial Development and Welfare Fund has allocated $22.5 million to Tanganyika for 1959-1964, of which $2.6 million had been spent through the end of 1961, half on road construction.

In 1961 West Germany announced $8.7 million in capital grants and loans to Tanganyika during the next few years (exact period is unknown) for agricultural and road projects, the establishment of a development company, part of a railroad project estimated to cost $3.2 million, and part of a water storage dam at an estimated cost of $2.8 million. This aid is reportedly not tied to German purchases.

There has been a steep rise in U.S. exports to Tanganyika in recent years and there is every reason to believe that this rise can continue, particularly when we consider that the economic development programs should give substantial stimulus to the economy. The U.S. most probably will increase its share of the Tanganyikan import market from the present 5.4% to 10%. However, American firms must seek agents there without delay and activity pursue the many opportunities which will arise during the next 5 years. They should also give serious consideration to assigning field representatives to cover the 3 East African countries on a regional basis to take full advantage of this much larger market.

Company offers special brewing industry process

A well known manufacturer of large containers and apparatus for the oil, chemical, and other industries is interested in licensing its "Rostenit" process to a U.S. firm.

The process offers a solution to damaged linings in fermenting vessels in the brewing industry by converting them into a stainless quality without moving them from their site. It is patented in West Germany and 20 other countries.

IMF authorizes $1 billion credit to stabilize Britain's currency

U.K. repays final $512 million of last year's $1.5 billion drawing; stern measures to continue

The International Monetary Fund (IMF) has entered into a stand-by arrangement with the United Kingdom which authorizes drawings up to the equivalent of $1 billion in currencies held by the Fund over the 12-month period from August 8, 1962. At the same time, U.K. authorities stated they would repurchase the equivalent of $512 million from the Fund on July 31. This repurchase will constitute the final repayment of the drawing of $1,500 million made in August and September 1961.

Thus, the largest drawing the Fund has ever granted will have been fully repaid within a year after the drawing was made. This represents a major contribution to the revolving character of the IMF's resources.

The current standy-by arrangement, which replaces a similar 1-year arrangement initially equivalent to $500 million entered into at the time of the 1961 drawing, is designed to provide continuing protection against temporary pressures against sterling which might arise.

In July 1961, U.K. authorities introduced a series of measures designed to remedy problems caused by a large outflow of short-term capital on top of a sizable basic deficit in the balance of payments and rising internal demand. The Bank rate was raised from 5 to 7%, a surcharge of 10% was imposed on most indirect taxes, stricter control was exercised over direct investment in countries outside the sterling area, and, a "pay pause" policy was implemented in an effort to keep wage increases compatible with production gains.

These measures, plus massive assistance from the Fund, soon made their effects felt and in the first quarter of 1962 the current balance of payments account moved to a surplus.

In addition to the improvement in the basic balance, a substantial amount of funds flowed into London, external monetary movements were favorable and reserves rose steadily. Assistance granted by other central banks in the first half of 1961 was repaid or funded and the first repayment to the Fund, equivalent to $280 million, was made by the U.K. in October 1961. Subsequent repurchases, and drawings of sterling by other Fund members, reduced the amount outstanding to the $512 million which will now be repurchased.

U.K. authorities have stated they will continue the policies necessary to maintain a satisfactory balance between demand and resources. A principal objective is to keep the growth of money incomes within the limits set by the long-term rate of increase in output.

The increase in public expenditure will be limited to encourage the use of resources for investment and exports.

U.S. products, technology to be shown at Greek fair

More than 100 U.S. firms are cooperating with the U.S. Department of Commerce's Office of International Trade Fairs (OITF) in presenting displays and demonstrations of American products and technology at the 27th International Trade Fair of Thessaloniki, Greece, Sept. 2-23.

Theme of the U.S. exhibit will be "Resource Development for a Better Life." W. Bernard Saunders, a Caseyville, Ill., industrial engineer, will manage the U.S. pavilion.

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions throughout the world, can be obtained from the Office of Regional Economics, Bureau of International Programs, Department of Commerce, Washington 25, D.C.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on departmental analysis.

85 U.S. companies to be represented at fair in Turkey

'Working Together for National Progress' scheduled as theme

Eighty-five U.S. firms from 21 states and the District of Columbia will be represented in the official U.S. exhibition at Turkey's 31st Izmir International Fair, Aug. 20-Sept. 20.

Theme of the U.S. exhibit will be "Working Together for National Progress." The exhibit will be staged by the U.S. Department of Commerce's Office of International Trade Fairs (OITF) in cooperation with the United States Information Agency.

Visitors to the U.S. pavilion will see demonstrations and displays ranging from packaging, teaching and irrigation methods to photographic, road-building and space travel equipment.

Attendance is expected to exceed 2 million visitors. A total of 1,735,000 persons saw the U.S. pavilion at the 1961 Izmir fair.

Jewelry exports jump 22%; Swiss buy more than half

Continuing a rising trend, exports of jewelry and jewelry parts from the U. S. were in excess of $7.5 million in the first quarter of 1962, a 22% increase over a year ago, according to the Commerce Department's Business and Defense Services Administration.

Switzerland, the principal U.S. market, increased purchases 50% to $4.6 million in first quarter 1962. Gold and platinum items in the precious jewelry category accounted for most of this trade.

Canada ranks second as a U.S. jewelry market, purchasing $732,000 in first quarter 1962, a level slightly below that of a year ago. Specially fabricated parts, and accessories for jewelry and related artcles were important exports to Canada.

Gem and jewelry exports from the U.S. went to $44.4 million in 1961, against $35.6 million in 1960. The exports included large gem shipments to Israel, which has a growing jewelry industry.

VIGARIO CANAL: Water is lifted 115 feet from the Santana reservoir, through the tunnel and into the Canal, which helps supply the water, power and irrigation needs of both Sao Paulo and Rio de Janiero.

Sao Paulo's seasonal surge expected to slow down

Record auto output during second quarter; currency weakens as tight money policy fails to curb inflationary trend; new housing commission tries to attract Alliance funds

Business conditions in Sao Paulo, Brazil, during the second quarter of the year were marked by a pronounced seasonal upswing, but there were some indications that the impetus could slow down in coming months.

Money became progressively tighter, mainly because of recent Government anti-inflationary measures, however, the business community expressed some doubt as to their effectiveness, according to the U.S. Consulate General in Sao Paulo.

The exchange rate of the cruzeiro weakened considerably on the free market, partially due to uncertainty in some quarters as to the outcome of the political maneuvering preceding formation of the new Federal Cabinet.

New foreign investments appeared to have decreased, though some expansion programs were announced or completed.

Domestic trade during the second quarter continued at a high level. Manufacturing activity maintained a pronounced seasonal upswing, with automotive output reaching an all-time high of 17,276 units in May.

Other industries generally maintained satisfactory records, but the note of optimism which had prevailed during the first 5 months of the year gave way to caution in June. There have been some indications that industrial output might even be reduced in anticipation of a possible consumption decline.

Operating costs, especially the prices of raw materials, are increasing rapidly, thus forcing a price rise while salaries of white-collar workers have not followed the trend and will not probably increase before September or October.

The widening gap between prices and wages, then, could be expected to influence consumer buying downward. In anticipation of such a sales decline,

CITY OF SAO PAULO: After a robust second quarter, the economy of Sao Paulo State appears to be faltering. A tight money policy failed to curb inflationary pressures and the steadily rising cost of living.

inventories were being replaced more cautiously at the end of the quarter.

The rate of inflation continued high, with the cost of living increasing 2.9% in April and 3.9% in May.

The credit situation in Sao Paulo tightened considerably during May and June, after the compulsory reserve requirement of commercial banks was raised. Although recognizing that this measure was anti-inflationary in aim, local businessmen felt that it should have been accompanied with restrictions on Government expenditures, which were raised instead. Several changes in foreign exchange controls during the quarter also reduced credit availability.

New highway deteriorates

The Federal Government authorized the National Department of Highways to spend 1 billion cruzeiros for urgently needed repairs on the new 250-mile highway linking Sao Paulo and Curitiba. This highway, which is the only fully paved road from Sao Paulo to southern Brazil, has been open only about 1 year, but has deteriorated badly.

A new mixed capital corporation was established in May to distribute electricity in certain areas where present distribution facilities are inadequate. The Sao Paulo State Government will own a controlling interest in the company, but individuals and local government entities in areas desiring better electricity distribution will also be invited to purchase shares. The company is to be known as Bandeirante de Electricidade S.A. (BELSA).

Trade missions active

Several trade missions visited Sao Paulo during the quarter, with Mexico sending 2 missions representing her electrical equipment and heavy machinery industries. There were also a Venezuelan industrial mission, 50 representatives from the Soviet Industry and Trade Fair in Rio de Janeiro, a Canadian heavy machinery industry mission, and an Australian fact-finding mission. This is the highest number of foreign trade missions to visit Sao Paulo in such a brief period in years, and indicates increased foreign interest in the potential Brazilian market.

Representatives of the 8 Sao Paulo motor vehicle manufacturers attended the Second Meeting of the Brazilian-Mexican Automotive Industries at Mexico City during April. Groundwork was laid to develop trade in auto parts and components. Brazilian industry expects that exports of this type of equipment to Mexico may expand considerably in the coming months.

Agriculture boosted

After some legislative delay, the necessary cruzeiro funds will be made available to the Agricultural Development Fund under the State of Sao Paulo Plan of Action, to provide credit to farmers and the development of industries related to agriculture.

The Sao Paulo Regional Housing Commission was established in May to coordinate the planning and activities of various public and private entities participating in the housing program. Among other objectives, the commission hopes to stimulate the organization of workers housing cooperatives into which Alliance for Progress funds could be channeled.

Sao Paulo agencies of the Social Security Institutes received loan applications from workers for housing construction in conformance with the Ministry of Labor's worker housing program. The Industrial Workers' Social Security Institute (IAPI), largest of the institutes, reported that it had received 33,566 applications from Sao Paulo city and expected an approximately equal number from cities in other parts of the State.

This agency initially will have at its disposal enough funds to provide about 1,250 workers with the maximum loan allowed under the program. The other institutes will have correspondingly lesser amounts, according to their size.

A labor university (UNITRA) began to provide free evening extension courses in basic labor law for Sao Paulo laymen during May. These courses are aimed primarily at the workers, with emphasis on present and potential labor leaders.

U.S. maintains second place in Portuguese photo imports

Portugal's purchases of foreign photographic products dropped .4% to $2.47 million in 1961, according to official figures.

West Germany continued to be the principal supplier with 25%, followed by the U.S. with 17.8%, Belgium 15.4%, and the United Kingdom 13.7%. Italy, France, the Netherlands and Switzerland furnished nearly all of the balance.

Foreign purchases of X-ray film and plates declined 16.5%, with shipments from Italy, the number one supplier, decreasing 3.6%. However, U.S. trade increased 5.8% in 1961 while shipments declined considerably from the U. K., East Germany and Belgium.

Sensitized photographic paper was the leading import item valued at $488,-810, an increase of 38.4% over 1960. West Germany was followed by Belgium and the U.K. in this category.

Other items registering decreases were: still projectors, enlargers and reducers, 32.4%; motion picture projectors, 31.9%; and still camera film, 8.4%.

Prospects bright for increased U.S. exports to Congo

Now rank second only to Belgium; tied AID loans should up sales

The U.S. was second to Belgium as a supplier for the Congo market (excluding Katanga) in 1961. U.S. goods accounted for 15.3% of the total value of goods imported ($129.8 million).

The Congo's principal 1961 suppliers included Belgium ($31.7 million), U.S. ($19.9 million), the U.K. ($10.4 million), West Germany ($9.9 million), and the Netherlands ($7.6 million).

The totals include items imported for UNOC (United Nations Operation Congo) which passed through Central Government customs. Based upon figures available for the first 9 months of the year, such U.N. imports amounted to about $11 million in 1961; the U.S. supplied about $4.8 million of the registered UNOC imports.

The U.S. share of the 1961 Congo market was 2.5% more than in 1959 and 1% above 1958.

The full impact of American aid tied to U.S. imports was not reflected in the 1961 customs figures, since these goods started arriving in significant quantities after the close of the year. The U.S. share of the Congo market is expected to be larger in 1962 due to the licensing of imports against U.S. aid funds and declining free foreign exchange reserves.

U.S. losing ground in Mexican photo equipment market

Germans & Japanese expand sales; U.S. remains chief supplier

Mexico's photographic imports rose 6.1% to $12 million during 1961, but the U.S. share of this rising trade slumped 7.1% down to 67.3%.

West Germany increased its trade from 9.6% in 1960 to 12.1% in 1961. Other leading suppliers were Belgium, Japan, the United Kingdom and the Netherlands. Japan's trade has more than doubled since 1959.

Sensitized, unexposed, motion picture film was Mexico's leading import item, valued at $2.8 million, slightly less than 1960 due to a 5.1% drop in color film imports. The U.S. furnished 70.4% of the total imports of motion picture film, but still lost 4.2% of that market. Belgium, on the other hand, increased its exports by 37% in 1961, and West Germany quintupled its small sales.

Photographic film, other than motion picture, is the next important import item and sales rose 17% in 1961 to $2.7 million. Although the U.S. share of this trade dropped 5.1% in 1961, the value of U.S. shipments was up 9.1% over 1960. Canada increased its trade by 35% and the U.K., Belgium and France were other suppliers.

Foreign purchases of sensitized photographic paper recorded a small increase in 1961, but imports from the U.S. slipped 12.2%. West Germany was second to the U.S. in this category, and other suppliers were Belgium, the U.K. and France.

Imports of motion picture projectors jumped 25.5% over 1960. U.S. sales jumped 15% to more than $1 million, almost 10 times the sales volume of West Germany, which once again was in second place.

Still camera imports dropped 5% from 1960, with the U.S. share 12.5% less than in 1960. Again the West Germans were second, registering a slight sales increase.

World Bank begins advisory service on economic plans

The World Bank has announced that its new Development Advisory Service has begun operations.

The Service is designed to provide a corps of experts available to serve as economic and financial advisers to the governments of the less developed member countries of the Bank, particularly in the preparation and execution of economic development programs.

Establishment of the new Service is part of a general policy of enlarging the Bank's activities in technical assistance and development training.

To date, 15 persons have accepted appointments in the Service. Some already are serving in advisory posts in the Bank's member countries; others are taking up interim assignments at the Bank's headquarters in Washington.

U.S. promises help for Argentina

Will reportedly lend $200 million of $500 million recently pledged

The Department of State has announced the conclusion of discussions between the Argentine Minister of Economy, Dr. Alvaro Alsogaray, and representatives of the U.S. Government.

These discussions were a sequel to earlier meetings with officials of the National Development Council of Argentina. Press accounts say that various U.S. agencies agreed to furnish $200 million of the $500 million in emergency credits which Dr. Alsogaray told reporters had been pledged to Argentina as a result of his fund-raising mission.

The U.S. officials undertook to provide appropriate assistance for that purpose, and the Export-Import Bank for its part agreed to consider refinancing a major portion of the principal payments due to the Bank in the near future from Argentine borrowers.

In view of the understanding reached with the I.M.F., it was agreed that an Alliance for Progress technical mission would go to Buenos Aires shortly to review financing and other arrangements for proposed projects in priority fields within the loan commitments approved earlier in general terms by AID.

U.S. sales rise in 1962

The Argentine National Statistical Office has released statistics for Argentine foreign trade during the first quarter of 1962.

Exports to the U.S. during first quarter 1962 were $22.7 million, or 7.4% of total exports (compared with $21.9 million or 8% in 1961), and imports from the U.S. reached $102 million, or 29.6% of total imports (compared with $80.7 million or 25.3% in 1961).

Exports totaled $304.9 million (up 11.3% from 1961) and imports $344.5 million (up 8.3% from 1961), leaving a net trade deficit of $39.6 million for the quarter. Comparable figures for the first quarter of 1961 were: exports $274 million; imports $318.2 million; trade deficit $44.2 million.

President announces program to protect American lumber

Stiff Canadian competition causes complaints; intercoastal shipping interests also benefit

The President has announced a program designed to assist the U.S. lumber industry and improve its competitive position. The program includes both immediate and long-range actions designed to increase employment, improve efficiency, and raise earnings.

The new steps outlined by the President called for:

① Initiation of negotiations with Canada concerning the amount of softwood lumber imported into the U.S.

② Submission of a request to Congress for additional funds for a Forest Development Roads and Trails Program to assure the prompt harvest of National Forest timber.

③ Amendment of the Intercoastal Shipping laws to permit use of foreign vessels when conditions exist which indicate severe hardship to American shippers. This amendment will reduce the handicaps suffered by American producers in the intercoastal shipment of lumber.

④ An immediate increase in allowable cuts which will make 150 million board feet available on lands managed by the Department of the Interior.

⑤ Establishment of a preference for American products in the purchase of lumber by the Department of Defense, the General Services Administration and other Federal departments and agencies. This could be particularly significant in connection with the various aspects of the AID program.

⑥ Increased attention to loan applications filed with the Small Business Administration and the Area Redevelopment Administration by lumber mills in order to enable them to upgrade their production and better compete with imported lumber products.

The President also indicated that he was ordering a continuing review of the industry's problems by an inter-agency committee in order that developments and problems might be anticipated and recommendations made to meet and overcome any difficulties or handicaps the industry might face.

The Secretary of Agriculture was specifically instructed to report to him by October 15 on both firm and interim increases in national forest allowable cuts, to assure a continuation of timber sales at or beyond the record levels achieved in the most recent quarter of 1962.

The President was informed that west coast lumber interests had already filed a request with the Tariff Commission for an escape clause investigation on softwood lumber and that the Tariff Commission has instituted the investigation. The President indicated he would request the Commission to complete it as expeditiously as possible.

U.S., tin council disagree on effect of stockpile sale

U.S. says sale will not disturb world market; still willing to talk

The U.S. and the International Tin Council have been unable to agree on the probable market effect of a plan to sell 50,000 tons of tin from U.S. stockpiles.

Discussions took place in Washington from July 23 to 26 between representatives of the U.S. Government and a delegation of the International Tin Council, regarding disposal of surplus tin from the U.S. stockpile for an initial period of 6 months.

There was an exchange of views over a broad field as to the steps which might be taken to avoid any undue effect of the disposal on the market.

The consultations did not result in agreement as to the specific rate and conditions of disposal which would be most appropriate. However, the U.S. representatives gave assurances that their Government would take into account the delegation's views, and also reaffirmed that the U.S. would dispose of surplus tin in moderate quantities and would regulate the rate of disposal in accordance with market conditions.

Before the end of the initial 6 month period, the U.S. will again consult with representatives of the International Tin Council and substantially interested governments, and will reassess the market before reaching a decision as to future sales.

The U.S. is also prepared to consult at any time with the International Tin Council or with substantially interested governments.

Alliance lending Ecuador $5 million

Will be relent to private firms; 75% of procurement to be in U.S.

The Agency for International Development (AID) will loan Ecuador $5 million for loans to private industry under the Alliance for Progress.

The funds will provide credit for general enterprises such as fertilizer plants, slaughterhouses and food processing firms.

Qualified businessmen of Ecuador will obtain U.S. financing through commercial banks after loan applications are approved by the National Securities Commission of Ecuador. The Commission will authorize certified mortgage bonds to cover commercial bank loans. The banks, in turn, will provide credits at 8% interest plus a 1% administrative charge for the approved projects.

At least 40% equity will be required from participating industrialists and 75% of the AID funds will be used for procurement of U.S. equipment or services. Special approval from AID will be necessary for any enterprise involving more than $100,000, and the U.S. funds generally will be limited to projects costing less than $500,000.

A special account of $100,000 from AID is being established for loans to handicraft and small industries in Ecuador.

The loan is repayable in dollars at 5¾% interest over 20 years.

AID commits $180 million to Tunisia for 3-year development program

Grants and agricultural commodities included in commitment; will help water resources, small industry and transport

The Agency for International Development (AID) has committed $180 million in U.S. assistance for Tunisia's recently approved 3-year development program.

AID may also provide grants, as well as commodities under Public Law 480, and to the extent that such grants or commodities are provided, the loan commitment would be reduced.

The plan calls for development projects representing a gross investment of $785 million.

Of the $785 million total cost, Tunisia estimates that $167 million will be invested in industrial and handicraft projects; $334 million in agricultural and water development work; $201 million in projects such as highways and power development, and $83 million in education. The great bulk of commodities financed by U.S. assistance will be purchased in this country.

Tunisia will provide the major portion of the 3-year program, $428 million, from its own resources, while approximately $177 million is to be raised from external sources other than the U.S. Discussions between Tunisia and these sources are under way.

The plan is designed to increase Tunisia's gross national product by 6% a year. It is the first part of a general 10-year development plan for the country under which, by 1971, the country would be in a position to maintain further growth with little or no outside assistance.

The U.S. commitment continues aid to Tunisia which has already totaled about $275 million. U.S. long-term assistance was first discussed during President Bourguiba's visit to the U.S. in May 1961.

This was followed by the visit of a U.S. survey team to study Tunisian development plans in greater detail. The Tunisian planning efforts were found to be well conceived, to take into account the social welfare needs of the population, and to project a maximum degree of self-help.

The U.S. development loans will be used to assist Tunisia in financing water resource development, small industries, land development, power and transportation. Development grants will finance the services of advisors and equipment for agricultural, irrigation, industry, education and other training programs.

The agricultural commodities provided under Title II of PL 480 will help pay Tunisians employed on roads, irrigation, reforestation, and land conservation. This would continue a successful program of using U.S. surplus wheat to further economic development in Tunisia by paying laborers, otherwise unemployed, partly in wheat for work on development projects.

Pakistan, Ceylon and Bolivia buy PL480 surplus wheat

Pakistan, Ceylon and Bolivia have agreed to purchase $18.2 million in surplus U.S. wheat under the Food for Peace Program (Public Law 480).

Pakistan will get about 150,000 metric tons of wheat or wheat flour valued at $9.6 million, while Ceylon will buy 110 million pounds of wheat for $4.7 million and Bolivia has contracted for approximately 1.76 million bushels of wheat and/or wheat flour costing $3.9 million. Ocean transportation costs are included in the sale prices.

Local currency proceeds from these loans will be used for AID loans to private Pakistani, Ceylonese and Bolivian businesses, and to American firms doing business in these 3 countries; as well as economic development loans and payment of U.S. obligations abroad.

AID program stresses role of private enterprise

A pilot program to demonstrate the partnership of private enterprise through joint-venture projects in 4 selected countries has been announced by the Agency for International Development (AID).

Three of the 4 nations are Colombia, Pakistan and Thailand.

AID is now compiling a list of "germinal and priority" industries which would produce the greatest results in economic growth for each of the countries.

Other AID "tools" designed to encourage the participation of private enterprise in development projects abroad are U.S. loans to American or foreign private borrowers, or to joint ventures encompassing both; local currency "Cooley" loans; investment guaranties, and assistance in financing investment surveys.

3 Europeans denied U.S. export rights

Charged with conspiring to ship strategic metal to Soviet bloc

A Swiss and 2 West German businessmen have been temporarily denied all U.S. export privileges in connection with improper diversion of a strategic U.S. commodity to the Soviet bloc.

The businessmen are Georges Anton de Puoz of Zurich, Switzerland, Egon Wilhelm Braun of Hamburg, West Germany and Gerhard William Grund of West Berlin.

The Commerce Department's Bureau of International Programs, in its denial order, stated that an administrative proceeding had been instituted charging the trio with acting together to obtain U.S.-origin beryllium, a strategic metal, and deliver it to a Soviet bloc customer in violation of U.S. export controls.

Both Braun and Grund failed to respond to the charges. De Puoz requested and was granted a stay of administrative proceeding until September 1.

The temporary denial was issued on July 31 to protect the public interest pending completion of proceedings.

It prohibits Braun, Grund, and de Puoz, and all persons and firms related to them, from ordering, receiving, disposing, or otherwise participating in U.S. exports, either directly or indirectly. It further states that no other persons or firms may engage with them or on their behalf in any transactions involving commodities or technical data exported or to be exported from the U.S.

New Books and Reports

Foreign Commerce Handbook 14th Edition. Chamber of Commerce of the United States. Washington. 1960. 157 p. $2.

Lists the names, addresses, functions and policies of U.S. Executive agencies and Congressional Committees which furnish foreign trade services, international intergovernmental organizations, U.S. business and international organizations.

Another section covers information on 66 major subjects of interest to the international businessman, ranging from advertising abroad to foreign weights and measures. Other features include a 44-page bibliography of foreign trade publications and appendices listing the addresses of U.S. Chambers of Commerce dealing in international trade, Department of Commerce field offices, American Chambers of Commerce Abroad, Foreign Embassies and Legations in the U.S., Foreign Trade Associations and Chambers of Commerce in the U.S., and Washington Agencies that help finance foreign trade.

The World Bank, IFC and IDA: Policies and Operations. Prepared by the staff of the International Bank for Reconstruction and Development. Washington. April, 1962. 132 p. Free.

This is the third revision of the standard descriptive work on the World Bank and its affiliates, the International Finance Corporation and the International Development Association.

The book contains current information on the functions, membership, organization, financial structure, policies, loan procedures and financial results of the 3 agencies' lending activities. There are also 6 statistical appendices listing amounts contributed and the voting power accruing to member nations in each of the 3 organizations, as well as statements of every financial activity undertaken by each of them.

The book can be ordered from the World Bank, 1818 H St., NW., Washington, D.C.

Facts and Fallacies of International Business (College Edition). By John Fayerweather. Holt, Rinehart and Winston. New York. 1962. 184 p. $3.

An ideal little volume for an introduction to the foreign trade field or a quick refresher for the old hand. The author, who is managing editor of the International Executive, reduces complex ideas to highly readable prose, and in the process tries to dispel what he feels are some of the commonly-held misconceptions regarding foreign trade.

He answers those who say our aid to developing countries is creating competition for American exports by pointing out that U.S. trade with industrial nations increases almost in direct proportion to the degree of their industrialization. Mr. Fayerweather also manages to find a good word for much-maligned tax havens, saying they are a fact of international economic life and that the U.S. can best adapt to them by creating havens of our own.

He blames the current imbalance in our payments position on fluctuations in raw materials and semi-processed exports, a surge of direct investment in Europe and a sudden shift of short-term capital to Europe, and suggests that we stimulate our exports and tourism industry, as well as reduce overseas military expenditures and persuade other nations to increase their share of the aid burden to underdeveloped nations.

The book also deals with the tariff question, trading with the Soviet bloc, the possibility of our trade imbalance driving the nation bankrupt, and the aspects of dealing with the former colonies, from the point of view of competing with the Soviet bloc as well as overcoming the heritage of real and imagined exploitation by the Western powers.

Today's International Chemical Industry. Researched and published by Industrial and Engineering Chemistry-International. Reinhold Publishing Corporation. New York. 1962. 76 p. Free.

The book is labeled as the first 1-volume summary of chemical production, capital expenditures and trends throughout the entire free-world.

A nation by nation report on the overseas market for U.S. processing equipment and instruments, providing individual reports on 41 nations and statistical data on 76 free-world nations. The book also indicates trends that may affect future market potentials.

It features tabular presentation of the production of selected chemicals in many countries, as well as figures on chemical imports, exports and purchases from the U.S.

A complimentary copy may be obtained by writing direct to Robert Voepel, Research Manager for Industrial & Engineering Chemistry-International, 430 Park Avenue, New York, N.Y.

Analysis of the U.S. negotiations in the 1960-61 GATT Conferences, Vol. III. Department of State. 1962. 45 cents.

Contains an analysis of the reciprocal agreements between the U.S. and Cambodia, Haiti, India and Japan, as well as a consolidated schedule of new concessions granted by the U.S. in all the reciprocal tariff negotiations conducted at the conference.

A summary by commodity group of the concessions granted by this country is also included. A subsequent volume will contain the Common External Tariff of the European Common Market as revised in the Geneva negotiations.

Volume III can be ordered from the Superintendent of Documents, Government Printing Office, Washington 25, D.C.

Planning in Yugoslavia. By Albert Waterston for the Economic Development Institute of the World Bank. Johns Hopkins Press. Baltimore. 1962. 109 p. $3.

The author records the philosophy, administrative devices and financing of Yugoslav planning since the introduction of the first 5-Year Plan in 1947.

This plan slavishly imitated the Russian model, right down to the absurd bureaucratic extreme of a daily plan within each enterprise, resulting in 500 to 600 reports being submitted by each productive unit to the central planning authority each year.

When this method only moved the economy forward at a 2% growth rate, Yugoslav planners began an agonizing reappraisal of their program which resulted in the "liberal" decentralized system of today, that brought annual growth rates of 13% until recent economic setbacks slowed recovery.

The author concludes that the process of decentralized planning and decision-making may have become so ingrained as to be irreversible.

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Calendar *for international traders*

Star (★) indicates U.S. Department of Commerce exhibit participation.

August

5-8—Fishing Tackle Trade Show, Sherman House, Chicago, Ill. Sponsor: American Fishing Tackle Manufacturers Assn.

6-10—1962 Western Resources Conference, Golden, Colo. Commerce Speaker: Jack N. Behrman, Assistant Secretary of Commerce for International Affairs.

6-10—Seminars on International Management, Hotel Astor, New York, N. Y. Sponsor: American Management Assn., International Marketing Division. Seminar Topics: Financial Operations, Purchasing Abroad, Foreign Tax Credits, Overseas Service Groups.

6-12—Fourth Annual Chicago International Trade Fair and World Marketing and Economic Development Conference. McCormick Place, Chicago, Ill. Sponsor: Chicago Assn. of Commerce and Industry. ★

15-17—Maine Products Show, City of Bangor Auditorium, Bangor, Maine. Sponsor: Maine Department of Economic Development.★

17—World Business Conference, University of San Francisco, San Francisco, Cal. Sponsors: Peninsula Manufacturers Assn.; U.S. Small Business Administration; U.S. Department of Commerce.

30—Farm and Home Week, Clemson College, Clemson, S.C. Theme: "Foreign Markets for Farm Products," "Export Potential for Poultry Products." Commerce Speakers: Walter S. Shafer, Business and Defense Services Administration; Paul Quattlebaum, Jr., Manager, Charleston Field Office.

September

5—Executive Program in Business Administration, Arden House, Columbia University, New York, N.Y. Commerce Speaker: Jack N. Behrman, Assistant Secretary of Commerce for International Affairs.

8-16—Fifth International Food Congress and Exhibition, New York Coliseum, New York, N. Y. ★

11—Luncheon Meeting, Cincinnati Assn. of Credit Management, Foreign Credit Chapter, Cincinnati, Ohio.

12—International Trade Seminar, Oklahoma City, Okla. Sponsor: Oklahoma City International Trade Club. Commerce Speaker: John H. Shoaf, Dallas Field Office.

13—Export Expansion Workshop, Fort Worth, Texas. Sponsor: First National Bank of Fort Worth. Commerce Speaker: Harry C. Myers, Manager, Dallas Field Office.

15-18—National Assn. of Furniture Manufacturers Fair, Conrad Hilton Hotel, Chicago, Ill. ★

15-19—42nd Annual Convention and Trade Show, National Tire Dealers and Retreaders Assn., Kiel Auditorium, St. Louis, Mo.

15-23—Eastern States Exposition, West Springfield, Mass. ★

18—Export Seminar, Bradley University, Peoria, Ill. Sponsors: Illinois Committee on Trade Expansion, Central Illinois Industrial Assn. Commerce Speaker: A. J. Buchar, Manager, Chicago Field Office.

19-26—Annual Convention, National Assn. of Insurance Agents, Sheraton Park Hotel, Washington, D. C. Commerce Speaker: Jerome Sachs, Bureau of International Programs.

20—Annual Dinner and Award Presentation, Foreign Traders Assn. of Philadelphia, Inc. Sheraton Hotel, Philadelphia, Pa.

21—Executives Export Trade Seminar (First of Eight Sessions), University of Houston, Houston, Texas. Sponsors: University of Houston, Distributive Education Branch; U.S. Small Business Administration; Houston Field Office of U.S. Department of Commerce. Commerce Speaker: Harold J. Heck, Bureau of International Programs.

21-30—8th Annual Houston International Trade and Travel Fair, Sam Houston Coliseum, Houston, Tex. ★

22-29—State Fair of Oklahoma, Oklahoma City, Oklahoma. ★

24-26—1st Annual Houston International Marketing Forum, Music Hall, Houston, Texas. Sponsor: Houston International Trade and Travel Fair.

25—Export Trade Seminar, (Opening Session of 10 Week Course), Southern Methodist University, Dallas, Tex. Sponsors: Southern Methodist University; U.S. Small Business Administration; U.S. Department of Health, Education, and Welfare; U.S. Department of Commerce. Commerce Speaker: L. Edward Scriven, Bureau of International Business Operations.

25—World Trade and Marketing Conference, Albany, New York. Sponsor: Albany Chamber of Commerce. Commerce Speaker: E. E. Schnellbacher, Bureau of International Business Operations.

25—Second Export Trade Workshop, Shreveport, La. Sponsors: Shreveport Chamber of Commerce; U.S. Department of Commerce; U.S. Small Business Administration; Regional Export Expansion Council. Commerce Speaker: Harold J. Heck, Bureau of International Programs.

26—Monthly Luncheon, Miami-Dade County Chamber of Commerce, DuPont Plaza Hotel, Miami, Fla. Commerce Speaker: Henry J. Dempsey, Bureau of International Business Operations.

27—World Trade Seminar, Tulsa, Oklahoma. Sponsor: World Affairs Committee, Tulsa Chamber of Commerce. Commerce Speaker: L. Edward Scriven, Bureau of International Business Operations.

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